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# The NATIONAL WOOL GROWER

VOLUME XXIX

APRIL, 1939

NUMBER 4



The

# DENVER MARKET

## is the Livestock Hub of the West

It is the West's largest Livestock Market.

It is the Nation's largest Sheep Market.

It sets values for those shipping there, as well as those  
who do not.

Its facilities for handling Livestock are the most mod-  
ern in existence.

Its quality of Hay and Water is of the Best.

Its operators are known for their ability to handle and  
sell Livestock.

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*BUT it takes RECEIPTS to make a Market  
and establish Values --*



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MERITS

YOUR

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## helps Livestock Producers



★ Armour and Company serves the livestock producers not only by offering them a daily cash market for their livestock but also by doing its level best to improve the sale and consumption of meat, through wide-spread advertising in magazines and newspapers.

"Meat is the Mainstay" is the theme adopted for our 1939 advertising campaign. Competent scientists have definitely proved that meat is man's best food—that it comes nearest to being a complete food—that its regular use contributes substantially to health.

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Armour's "Meat is the Mainstay" advertising campaign should help all livestock producers and we invite their cooperation in securing for all of us the maximum results.

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# Editorial Comment

## On Sheep and Wool Affairs

AS is usual in April, the wool market is a puzzle to growers, and also in a different shape from the previous or earlier years.

The mills are reported to be quite well occupied in filling orders for spring and summer goods, and to be marking up prices on fall weight cloths, the orders for which are commencing to come in. The amounts of old **Wool** wool on hand are not serious, and foreign markets are at least steady. Nevertheless Boston price **Prices** quotations have weakened. A period of light selling is not unusual in such times of "between seasons" for the mills, but price declines under such conditions as at present are unusual.

The principal part of the recent limited buying has been done by topmakers in accordance with quotations on nearby top futures, and these continue to run seriously lower than actual tops ready for delivery. While it may not be proven, the pricing of new wools appears to be working out along the lines predicted in the article "Selling Wool Short" printed in the March Wool Grower. It was there suggested that by buying top futures at low prices, operators were at least protected against possibility of loss in contracting to deliver grease wools at correspondingly low prices, and that with some mills having a part of their supplies engaged at low prices, it would be difficult or impossible to raise the market at shearing time even if general conditions should then be such as would ordinarily mean advancing prices.

In the contracting of western clips and sales of shorn wools, a good many growers have accepted prices that are out of line with Boston figures of a few weeks ago, and out of line with prospective demand. Those who are more optimistic probably will need to await the consumption of the cheaper sold wools before having a chance to obtain stronger prices.

Possibly some of the March weakening was due to the unavoidable lateness of the announcement at Washington of the 1939 government wool loan at the same rates as last year, except for a small increase in values of half bloods. The present availability of these non-re-course loans at 4 per cent interest should at least forestall any further lowering of prices. With confidence now established by a firm bottom in the market, and with no necessity for hurrying to sell, there should be

less pressure on the market and an opportunity for recovery to prices more consistent with the large manufacturing requirements.

Washington continues very quiet in regard to possible tariff changes through new trade agreements. Nothing has been said for months about possible negotiations with Australia. There has been no vote in Congress in regard to repeal of the law or requiring Senate ratification of agreements, but Senators from sugar and lumber states have vehemently criticized the Hull policies. It was recently voted in the Senate to increase the quota of sugar consumption to be produced in the United States as provided in the Act of 1937. Several members of the Cabinet who are more concerned over exports from Cuba and the Philippines than over American farmers are reported as being very active in their efforts to defeat this change.

The growing unpopularity in Congress of the trade agreement program should make the Department of State very cautious about increasing the opposition by further action. Unless Congress votes to extend the life of the 1934 law, the trade agreement program will be terminated June 1, 1940. It is highly improbable that this Congress will be willing to vote for a continuation of the program, but so long as such action is desired, it is improbable that the Department of State will risk adding to its opposition by the negotiation of more agreements.

Prices on fed lambs have been maintained quite well in relation to feed costs and last fall's cost of thin stock. Feeders have been able to recoup a part of the losses taken one year ago. California's early shipments of **Lamb** fat lambs are greatly lowered as a result of the drought now broken. Texas is reporting a crop of not over 60 per cent and with no shipments before June. Even with a normal southern supply, there is likely to be a shortage of receipts in late April and May. A mark-up in prices is expected, but how much it may be or whether it will continue after early Idahos, Washingtons and natives begin to move is another matter. Nevertheless, many growers feel that supplies will not be burdensome to the market through the whole shipping season and that with the aid of better pelt credits and even usual demand, the year's prices may hold considerably above those of last year.

# 1939 Wool Loans

IT was not until March 25 that the Commodity Credit Corporation officially announced that non-recourse loans to growers on wools of the 1939 clip would be available under the same plan as was employed last year for loaning upon wools of the 1937 and 1938 clips.

While this announcement was made two weeks later than last year, it had been generally expected, and although wool prices were becoming somewhat weaker, practically no sales were made in the country at less than the amount that can now be borrowed. It seems fully certain that this year's loan will again be effective in maintaining minimum prices.

The first application for this year's loans was submitted to the Agricultural Adjustment Administration early in January by the National Wool Growers Association, the National Wool Marketing Corporation and the Pacific Wool Growers. However, no progress was made until the matter was taken up personally about the middle of February. At that time it seemed rather doubtful whether the loan would again be continued. There was some complaint on the part of the A.A.A. officials that the 1938 loan, which was made on the basis of 75 per cent of prewar parity, was the highest loan that had been made under the 1938 Act, and possibly the same basis could not be renewed. Spokesmen for the growers pointed out that although the former loan was made on the 75 per cent basis, yet at the time it was made it was only about 80 per cent of the current market, while loans on cotton, corn and wheat had been made in considerable volume at about market prices. Under the law it was necessary for the Secretary of Agriculture to make the recommendation for the loan to the Commodity Credit Corporation. This was finally done about March 20. Following that, the papers relating to the proposal and recommendation were referred to the Department of State, the Bureau of the Budget,

and finally to President Roosevelt on March 25. Everything was in readiness at the offices of the C.C.C., and the following official announcement was issued on the same day:

Commodity Credit Corporation announced today that loans to wool and mohair producers upon their 1939 production would be made available on substantially the same basis as the loans made in 1938.

The loans will be made upon the security of negotiable, warehouse receipts issued by warehouses approved by the Corporation and the loan values will be determined by appraisers employed by the Corporation in accordance with a schedule of classifications and values for scoured or clean wool. It is estimated that loans on the principal classes of wool will range between 15 cents and 22 cents per grease pound, basis Boston. In determining the loan values on wool stored at points other than Boston, adjustments will be made to reflect the proper transportation costs to Boston. Loans to producers are expected to average 17 cents to 18 cents per grease pound. \* \* \* \* \*

The loans will be available from about April 15, 1939, to October 31, 1939, will bear 4 per cent interest, and will mature 10 months from date but, in any event, not later than May 31, 1940.

Banks and other lending agencies may make loans on forms to be made available and under regulations to be issued by Commodity Credit Corporation and may sell the notes to Commodity Credit Corporation on the basis of 2½ per cent net to them. Forms and regulations will be available at the Reconstruction Finance Corporation Agencies and other convenient points by April 15, 1939.

In 1938, loans on wool aggregated \$14,900,672.01 on 82,514,370 pounds and

loans on mohair \$15,393.08 on 73,454 pounds. As of March 17th, loans outstanding on wool were \$4,952,159.99, secured by 27,715,868 pounds, and on mohair \$1,386.36 on 6,303 pounds.

It is expected and understood that in nearly all particulars the loan will be handled the same as last year, with one important exception. Last year the loan values were published on the Boston basis. When wools were appraised at other points, it was necessary to deduct the full rail rate to Boston from the amount loaned to the growers. This worked a considerable hardship at West Coast points where ocean rates were available at around 50 per cent of the prevailing rail rates. It also reduced the amounts obtained by growers in Texas and other areas from which wools are shipped by rail to Gulf ports, and thence to Boston by steamship.

The full details regarding the making of the loans and a new setup of instructions are expected to be available before April 15. The loan figures are the same as for last year with the exception of a raise from 52 to 54 cents on graded territory halfblood wools of staple length. On graded territory average combing length wools of the same grade, this year's Boston valuation will be 52 cents instead of 51 cents.

According to information just received from the C.C.C., the recognition of warehouses as suitable for handling wools under government loan last year does not hold for this year and it is necessary for warehouses again to apply for approval to the same agencies of the Reconstruction Finance Corporation as in 1938.

The official announcement shows that over 82 million pounds were loaned upon last year. However, this included a large volume of wools of the 1937 clip. If only 40 or 50 million pounds of the 1939 clip actually take loans, it will afford a valuable stabilizing factor to the market. However, with conditions as they are at present, it is probable that a much larger tonnage will be loaned upon this year.

## Sheepmen's Calendar

**California Ram Sale, Sacramento—May 23-24**

**Intermountain Junior Fat Stock Show, North Salt Lake, Utah—June 7-9**

**National Ram Sale, Salt Lake City—August 22-23**

**California Wool Growers' Convention, San Francisco—September 21-22**

**Golden Gate International Exposition Sheep Show, Treasure Island, San Francisco—September 23-October 2**

**Golden Gate International Exposition Wool Show, Treasure Island, San Francisco—September 23-October 2**

The announcement also shows that practically two thirds of the former loans had been refunded by March 17. Since that date, a large tonnage of wools carrying loans has been sold. The record in respect to repayments on the wool loans surpasses that of any other commodity upon which loans have been made by the C.C.C. At no time has there been any talk of taking any losses in connection with wool loans. This all goes to show that the plan brought into effect under the 1938 law and administered as it was in the case of wool can afford valuable support to producers in marketing their commodity, and with no risk of loss on the part of the government.

## Status of Biological Survey Appropriation

DESPITE the efforts of organized wool growers, no increase was made in the annual appropriation of the Biological Survey for predatory animal and rodent control work for the fiscal year ending June 30, 1940, in the appropriation bill as passed by the House of Representatives.

Several witnesses appeared at the hearings held by the subcommittee on the agricultural appropriation bill to urge that the allotment for this purpose be placed at one million dollars per year as was authorized by special act of Congress in 1931. It was shown that while the Bureau of the Budget had not recommended this increase, it had been requested by the Secretary of Agriculture for the first time. However, the bill was reported out and passed by the House with the figure of \$650,000, which was the same amount as appropriated for the present fiscal year.

Three witnesses for the National Wool Growers Association have been allotted time to support the million-dollar figure during the hearings held by the subcommittee of the Senate Agricultural Appropriation Committee when the agricultural bill is under consideration.

## An Australian View

THE low price of wool is causing concern to Australian growers. The President of a large graziers' association in Queensland recently was quoted in the Pastoral Review as saying, "yet today the wool grower is receiving an average of 22 cents per pound for his product, and for five of the last nine years he has received even less than that figure."

The President of the New South Wales Graziers' Conference has urged that the Commonwealth Government pay growers a bounty of 2 cents per pound on all wool sold at an average rate of less than 24 cents, grease basis. This gentleman held that "present conditions are desperate and therefore desperate remedies are needed."

The figures for wools in Australia mentioned above are for the principal part of very light shrinking fleeces. The growers there go to a large expense in separating bellies, necks and other heavy or less desirable parts of the fleeces so as to put up a bale for export that requires but little sorting at the mill. The rejected parts of the fleeces need to be sold at a discount.

So it is not surprising that Australian growers say there is no profit in producing wool for present markets. This also proves the correctness of the American duty of 34 cents per pound of clean content. Under that duty, our growers are unable to obtain a profit, which shows that the duty certainly is not excessive as a measure of the cost of production of domestic wool in contrast to the costs in exporting countries.

The Pastoral Review is the principal agricultural publication in Australia, and for a great many years has not only given the news of the grazing industry, but has advocated policies favorable to the sheep and cattle raisers of that country. In another editorial, the Review cautioned its readers against becoming too optimistic in connection with the lowering of American wool duties. The editorial then commented upon the fact that per capita wool consumption is very much lower in the United States than in Australia. It was suggested that a cheapening of woolen goods in this country by means of lower wool duties would increase

wool consumption and thereby benefit growers of both countries.

No attempt was made to show how a larger use of cheaper wool would benefit the American grower who now is producing without profit. We can see how admission of foreign wool under lower duties would increase prices to Australian growers. The same action would lower prices for our growers even though the volume of wool used might rise.

There is nothing in international amity or in good business that would call for agreement of Americans to a lowering of present wool duties. They will do everything in their power to see that the rates are maintained on their present basis.

It has been reported that officials from Australia in informal discussion at our Department of State asserted that a trade agreement could be perfected only through a very large cut in wool duties, that a minor cut would not be acceptable. We do not consider that the time has yet come when American import duties are to be set in Washington by foreign interests.

## F. T. C. Order Against New York Store

ANOTHER cease-and-desist order recently made by the Federal Trade Commission which is of particular interest to wool growers is one against Gimbel Brothers, the New York department store.

This firm has been selling women's underwear carrying a label "12½% Silk and 10% Wool," some of which actually did carry the amount of silk and wool designated in the labels, but many others contained practically no silk or wool. The company was held to be violating the fair trade rules and ordered to cease and desist from "representing, through labeling, branding or advertising, or through any other means or device, or in any manner, that said articles or commodities are composed of or contain silk, wool or other material, when such is not the fact."

The company admitted its guilt but denied that the acts complained of were intentional.

## What Your Tariff Means

THE United States Navy recently requested bids on a large volume of corned beef. Argentine packers agreed to furnish the beef at 9.7 cents plus 6 cents tariff or a laid-down cost for the Argentine beef of 15.7 cents per pound. The lowest bid made by American packers on domestic beef was 24 cents. This means that the Argentine beef came from cattle costing about 4 cents per pound while American cattle cost around 10 cents.

We do not know which country was allowed to furnish the beef under this contract, but even at the wide difference in price, the contract should go to the American product. He is the one who pays the taxes to support our Navy. He will be called upon to pay for the 6000 airplanes now proposed as a part of our national defense. Corned beef at 24 cents per pound is not out of line with warships costing 40 million dollars each.

In spite of a tariff of 6 cents per pound on canned corn beef, we imported 78 million pounds last year. In the trade agreement with Canada we reduced the duty on live cattle from 3 cents to 1½ cents per pound, effective January 1, 1938, and allowed 60,000 head to enter every quarter. The wise college boys who write these treaties for Mr. Hull assured our stockmen that they need not be alarmed as the quota would not be filled in any quarter. As stockmen had predicted, the 60,000 head were imported in the first 30 days of the first quarter the treaty was in effect. The accuracy with which these wise government boys can predict the future indicates they ought to be transferred to the executive branch of the government where they could guess on probable government expenditures.

From the Producer, I note that a shipment of Argentine canned beef reached Mobile, Alabama, recently and was refused a landing because the cans were not labeled. It was probably intended to put labels of some American store on this meat. Such an importation is clearly in violation of the present tariff law. Section 304 of that law provides that all imported goods "shall

be marked, stamped, branded or labeled in a conspicuous manner to show the country of origin of such article." It may be that some deal was made at the Lima War Conference to admit Argentine canned meat without labels. It may be that some of the large chain meat stores get their supplies that way, but if they do it is a violation of the existing tariff law.

A press report before me indicates the low duty on imported woolens under the British Trade Treaty is affecting

the demand for wool in this country. While this may be true, the full effect of the treaty will not be felt until Japan settles her war with China. Labor costs in Japan are about a quarter of British costs. Anyhow, under our "Good Neighbor" policy, most of the world is at war and woolen goods are needed at home. It would seem to me that the effects of the British treaty may not be felt for more than a year.

S. W. McClure

## Imports of Cloth and Rags

THE lowered duties established by the trade agreement with Great Britain were announced on November 17 and became effective on January 1. Reports upon the amount of imports since January 1 show in part the effect of the lower duties. In January, a total of 634,973 pounds of cloth of various weights, blankets and robes came into this country. This weight was consid-

fected by the lowering of duties on wastes and rags which furnish cheaper clothing material that comes directly into competition with the shorn wool of this country.

The weight and value of imports of wool noils, other waste, and of rags, are shown below for January and February of this year, and for the same months in 1938.

	JANUARY				FEBRUARY			
	1939	1938	1939	1938	1939	1938	1939	1938
Wool Noils	Pounds	Value	Pounds	Value	Pounds	Value	Pounds	Value
1,007,119	\$391,380	277,974	\$151,410	610,284	\$264,471	186,169	\$107,676	
Wool Wastes	535,100	179,583	91,371	39,516	319,380	100,587	71,261	33,152
Wool Rags	1,119,025	321,365	99,108	42,257	705,015	185,542	33,446	12,700

erably above twice the average monthly rate of importation during the last six months of 1938. Imports in December were of course very light because goods were held back abroad or left in U. S. warehouses to be cleared when the new rates were in effect.

In February of this year, imports of worsted and woolen goods, blankets, robes and rugs amounted to 594,528 pounds valued at \$812,472. For February, 1938, the same figures were 343,745 pounds and \$570,602.

After Great Britain, the Netherlands was the largest exporter of woolen fabrics to the United States. The lower rates accorded to Great Britain in the agreement with that country automatically became available to all other countries.

Under the terms of the trade agreement with Great Britain, wool growers were most seriously and directly af-

These figures were placed in the record of the hearings before the House subcommittee during consideration of the fabric labeling bill (H.R. 944). It was pointed out that in January rags were imported at a cost of 37 cents, duty paid, and for the same month, imported clothing wools cost 73 cents.

It is apparent that the trade agreement with Great Britain has resulted in greatly increased imports of cloth and low-priced wool wastes into American markets. Prior to January 1, 1939, the duty on uncarbonized noils was 23 cents. It is now 16 cents. In rags, the duty was 18 cents, and now is 9 cents. Taking the old and new rates on the nine classes of wastes shown in the tariff law, and considering the usual imports of each, it is found that the January reduction amounted to 40 per cent.

# Fabric Labeling Bills

COMMITTEE hearings on the Martin Bill, H.R. 944, were finally concluded by the subcommittee of the House Committee on Interstate and Foreign Commerce on March 24. This bill is the same as Senate Bill 162 by Senator Schwartz, on which hearings had previously been completed.

Testimony had been received by the House subcommittee over a period of three weeks. Congressman Robert Crosser of Ohio presided throughout the session. Other members of the subcommittee in continuous attendance were Congressmen John A. Martin of Colorado, sponsor of the bill, Charles L. South of Texas, C. J. Brown of Ohio, L. H. Boren of Oklamaha, and James Wolfenden of Pennsylvania. The latter two members, through their remarks and questions addressed to witnesses, maintained an attitude of rather strong opposition to the bill. Mr. South's discussion of provisions of the bill and the points he developed through witnesses were most helpful.

Opponents of the labeling plan consumed over two thirds of the time devoted to the hearings. The principal objection lodged was that the labeling of fabrics as being made of "virgin wool" would mislead purchasers through giving a "connotation of quality" that might not in fact be present in the goods themselves. Also, great stress was laid upon the amounts of virgin wool of lower value, such as "shank wool," that might be used in the production of garments sold under the term "virgin wool." Likewise, emphasis was laid on the superiority of some classes of reworked wool or shoddy.

Notwithstanding repeated requests from proponents of the measure, those who advanced these arguments at no time undertook to give the committee any idea of the proportion of virgin wool that properly could be considered as inferior, or of the extent of really superior material turned out by the shoddy mills.



Col. Chas. F. H. Johnson, president, Botany Worsted Mills, and a strong advocate of labeling to show fiber content of wool fabrics.

Garment manufacturers, mostly from New York, complained chiefly of the trouble and expense of keeping track of the labels attached to purchased fabrics as would be necessary in order to attach to each garment the label properly showing the fiber content of the fabric used. None of the opponents would claim that any reworked wool was as good as or as serviceable as when in its original condition.

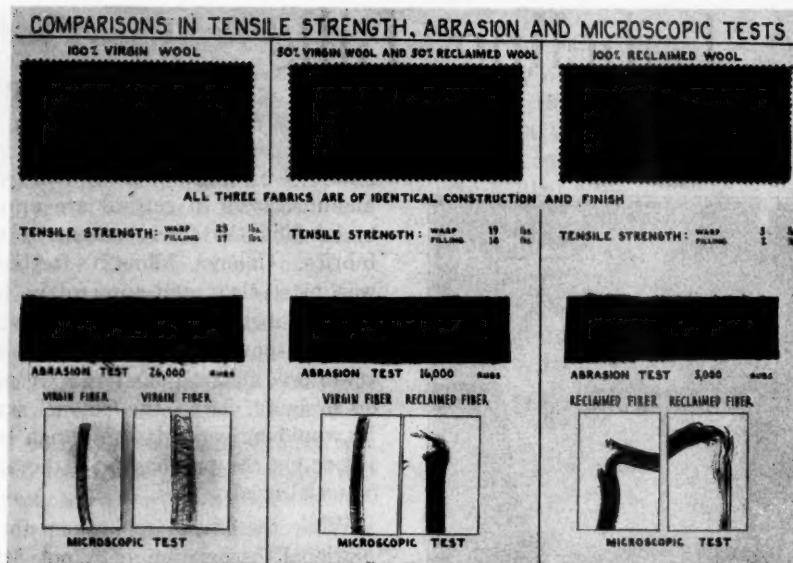
The proponents presented their case during the last three sessions of the committee. Instructive and interesting exhibits showing the tensile strength and abrasion tests of men's suitings made from virgin wool, and from the same cloth after having been garnetted and manufactured, were presented and explained by Glenn Gardiner, representing the Forstmann Woolen Company. The testimony presented for this company, as well as that introduced by Colonel Charles F. H. Johnson, president of the Botany Worsted Mills, went far to remove the impression that

manufacturers in general are opposed to labeling the fiber content of wool fabrics. Colonel Johnson's testimony was most clear and forceful in favor of the labeling provisions. He stated that at some times his mill had used reworked material, and that it might do so again. If so, the Colonel stated, he would be very glad to attach labels informing the purchasers of the actual material used.

While the official spokesmen for the National Association of Wool Manufacturers have been continuously opposed to the labeling bills, yet letters were introduced from a considerable number of worsted manufacturers showing that they are not only willing, but favorable to labeling of fiber content.

Testimony for wool growers was chiefly presented by the Secretary of the National Wool Growers Association and Mr. J. B. Wilson of Wyoming. These witnesses did not, as has been represented, surrender the idea of recognition of virgin wool. They did let the committee know that if the opponents should desire to change the language of the bill to remove the necessity of labeling as "virgin wool" all material that had not previously been manufactured, that much of a concession might be made in the interest of securing passage of the legislation. It was insisted, however, that in the future the use of the term "wool" in the labeling of fabrics should in fact mean what the bill defines as "virgin wool," namely, material that had never previously been spun, knitted, woven or felted.

It was also recognized by these witnesses that some of the better types of what are recognized as mill wastes, and mentioned specifically in the bill as coming under the term "reclaimed wool," might in fact be considered as virgin wool. The small amounts of waste materials concerned come within the technical definition of virgin wool but, in the preparation of the bill, had



Reproduction of chart presented in the hearings on the fabric labeling bill before the subcommittee of the House Committee on Interstate and Foreign Commerce to show the comparative strength of virgin and reclaimed wool.

The fabric on the right was made by garnetting part of the same cloth that was used for the virgin wool fabric. The cloth had never been worn at all and of course this fabric was better than most reclaimed wool. It is not often practical to make a fabric of 100 per cent reclaimed wool, but the results of the tensile and abrasion tests, as indicated in the chart, show very plainly the inferiority of the reclaimed product as compared to the virgin wool product.

been so listed as to require them to be labeled as reclaimed wool. The modifications which the growers' witnesses indicated might be considered acceptable would in no way weaken the effectiveness of the bill in the interest of the wool growers, but should remove most of the real grounds for objection as registered by opponents.

At the close of the House hearings, it was voted by the subcommittee to discontinue consideration of the bill until the printed report of the testimony was available. That report is to be received from the printer early in April, and it is expected that the subcommittee will frame its report to the whole committee by the middle of the month. Probably the Senate subcommittee will have reported before that time. It remains for the entire committees of each branch of the Congress to consider the bills, and if the action of the committees is favorable, they will go upon the calendars of the House and Senate. It is still possible that the bills will come to a vote in both houses before adjournment of the present session of Congress. If such is not done,

however, they will remain upon the calendars for consideration by the session which will be convened in January, 1940.

## In Memoriam

DAVID P. HOWELLS

MR. David P. Howells, prominent sheepman and financier of Utah and California, died at his home in Los Angeles, on March 29, following a heart attack.

While quite a young man, Mr. Howells achieved prominence as a successful exporter of American films, and after his retirement from that business, invested in large real estate holdings in Utah and California. He ran a large band of sheep on his picturesque ranch in the Weber Canyon in Utah and was also the owner and operator of the Claribel Sheep Ranch in the San Joaquin Valley in California.

In addition to his wide commercial interests, Mr. Howells contributed much in the way of civic and religious

service in the community in which he resided.

His widow, Mrs. Addie Cannon Howells, a son, Paul, and two daughters, survive.

## Further Report on Lamb Consumption

A MEASURE of the extent of changes in the rate of lamb consumption in different parts of the United States is to be obtained soon.

In 1937 the Institute of American Meat Packers made a very complete survey of the extent of lamb consumption in 25 larger cities, and in all states. That study was based on sales of lamb in 1936 by the various states and cities as reported by membership of the Institute, which includes practically all concerns that slaughter lambs in commercial quantities.

Many packers have since used the report of consumption in 1936 to aid them to select cities or states in which their concerns might concentrate efforts to effect larger sales of lambs. In a conference held late in March with officers of the Institute and representatives of the Swift, Armour and Wilson firms, it was considered that the last two years have made great changes in the extent of sales of lamb, especially in towns and cities of the South and Middle West. Packers said that step-ups in sales resulting from special selling efforts and methods have been well maintained.

The Institute officials agreed to secure reports from their members showing the extent of sales of lamb in 1937 and 1938 in different parts of the country. Comparison of such figures with those prepared for 1936 will reveal accurately just what changes have taken place in lamb consumption, and should facilitate more intelligent planning of new efforts that may be made to popularize lamb.

The new report will also be valuable to packers by showing where and how increases have been made and what towns or cities offer the best opportunity for profitable pushing of lamb sales in the future.

# Around the Range Country

## WYOMING

The first week was cold, and the next two weeks about normal in temperature, while the closing week brought springlike conditions. Snowstorms were frequent but mostly light, maintaining moisture supplies nearly normal, excepting locally. Spring vegetation has therefore enough moisture for the present, and is making a satisfactory showing. Livestock are improving with the grass starting on the sunny slopes. Lambing and calving have progressed rather favorably.

### Meeteetse (Park County)

About half of the range in this locality was covered with a foot of snow from the first of November until the tenth of March, and early in March we had a heavy snowstorm that covered all of it, thus furnishing sufficient moisture to start grass when warm weather arrives. Feed conditions are excellent (March 24), with more range grasses and more hay left than in previous years. The range has improved at least 50 per cent since the drought years.

Sheep lambing started late in February and early in March, with about the same percentage of lambs saved so far as in 1938—approximately 100 per cent. Since March 10 conditions have been very favorable for lambing, but before that time there were serious outbreaks of dysentery of lambs. I think there is very little difference in the number of ewes bred to lamb this year and last, although many old ewes were replaced with younger ones last fall.

There have been no transactions in wool in our vicinity; in fact, there has not even been an offer made on any of the present clip.

Coyotes are a little less numerous than a year ago because we have an exceptionally good government trapper. He is handicapped, however, by

*The notes on weather conditions, appearing under the names of the various states in Around the Range Country, are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications for the month of March.*

*The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.*

being allotted a territory large enough to keep three men busy.

There have been no cases of liquidation of sheep outfits by creditors for some years; also no downward trend in 1938 in the cost of production and profits in sheep were not sufficient to build any reserve for a bad winter or to cover possible low prices for wool and lambs in the future.

Phelps Ranch, by Allan Smith

## MONTANA

The first three weeks were abnormally cold and stormy generally over the state, being unfavorable for livestock; but it was not a severe period, and the last week or ten days brought fine, warm springlike weather, carrying away the snow from the lower areas. Vegetation has made a good start and wheat and meadows are greening nicely. Calves, lambs and other livestock are mostly in fine shape, having plenty of a good variety of feeds.

### Lennep (Meagher County)

Feed conditions are good (March 25), better than usual, in fact. It is also quite warm for this time of year. Lambing has not started yet, but

slightly more ewes were bred last fall than a year ago, so the lamb crop should be some larger.

Some wool has been contracted recently at 20 cents a pound, but most growers are holding for 22 to 25 cents. The wool is heavy this year and will shrink from 6 to 67 per cent.

There has been no concerted action by growers to get rid of the coyotes, so they are increasing. However, we expect to have a trapper at work here this spring and summer.

No sheep outfits have been liquidated within recent months.

A. C. Grande

## Lowry

### (Teton County)

Weather and feed conditions during the past month have been good; the weather, in fact, has been milder than in March of the past three years. There is plenty of feed, but it doesn't seem to have much "kick" to it. It's too early yet for green grass (April 1).

While lambing has started, it is not far enough along to predict the size of the crop. However, I think it will be good, as conditions have been favorable and up to the present we have saved around 115 per cent.

Two contracts have been reported, one at 22 cents and the other at 20, of 1939 wool shrinking about 62 per cent.

Indians have been getting the pups, so no increase in coyote numbers is noted.

One sheep outfit has been liquidated here recently.

A. C. Gough

## Terry

### (Prairie County)

Weather and feed conditions have been very good since March 1, about 50 per cent better than the three previous years. Spring range feed is good (March 29).

Lambing has not started yet, but about 10 per cent more ewes were bred last fall than in the previous season.

With such low prices for fur, coyotes are not being hunted by anyone except the government trappers and therefore they are more numerous than formerly.

Carl C. Grue

### Wolf Creek

(Lewis and Clark County)

We are situated on the foothills along the mountains and have more snow than they have eight or ten miles below. We have had to feed hay, which is costing us \$8 to \$10 a ton.

Mr. Lawson and I have been partners for 50 years and I have been on this section of land for 52 years. With lambs selling around \$5.75 a hundred last fall and wool at 20 cents, and having to hire all our help, prospects for our business are not at all pleasing. Mr. Lawson is 77 years old and I am 80 and it is going to be very difficult for us to hold things together.

Eberl & Lawson

### IDAHO

The first three weeks were rather cold, and with more than the usual number of stormy days; but the last week or ten days were much warmer, with less storm, being highly favorable for spring vegetation growth, and for farm work. Alfalfa and winter wheat are doing well, and grass is growing rapidly. Livestock as a consequence are in thriving condition, having been taken off feed as a general rule.

### WASHINGTON

Temperatures ranged around normal values the first three weeks, the closing being abnormally warm. Light to moderate precipitation occurred in most sections at timely intervals, more especially earlier in the month. Forage and grains were making rapid growth as the month closed. As a consequence livestock are in good condition, and making satisfactory gains. Spring farm work has become general.

### OREGON

The fore part of the month was cold and rather stormy, mostly rains in the western portion, while the latter part was appreciably warmer, with occasional precipitation. Grasses and grains have made good growth lately and farm work is progressing rapidly. Livestock are in good condition and are gaining in weight steadily. Sheep and lambs have improved materially since grass became available.

### Pilot Rock

(Umatilla County)

The weather has been fine during March; only one spell of zero weather and that only for two days. Conditions have been so much more favorable than usual that the sheep are being fed less supplemental feed. All the ewes are fed through lambing but the first hay used this year was at the beginning of lambing.

Hay can be purchased at \$7 a ton in the stack (March 7).

About the same number of ewes were bred to lamb this year as in 1938, and winter losses have been very small.

We have had more trappers at work here and coyotes are not so numerous as formerly.

Only one sheep outfit has been liquidated within recent months that I know of. Production costs continue to be high.

G. W. Rugg

### Shaniko

(Wasco County)

Stock have been fed very little during March and are in fine condition (the 25th). The winter has been very mild and the grass is good on the range now but there is a shortage of moisture, which will probably be felt during lambing.

Hay can be bought at \$8 a ton, if you will haul it 30 or 40 miles.

Very few sheep have been lost this winter in comparison with last. There has been no reduction in our expenses and several cases of liquidation have been reported.

Arthur Schmidt

### North Powder

(Union County)

The weather is ideal for growing conditions (March 24); better than in the two previous years. Feed should be good due to plenty of moisture and warm March weather.

Lambing has started with better percentages so far than a year ago. Conditions have been favorable. The ewe flocks are about the same size as in 1938.

There has been no activity in wool yet, but a late forecast is that around 25 cents will be the prevailing price at shearing time.

Coyotes are not so troublesome, due to the good work of government trappers.

I haven't heard of any sheep outfits being liquidated recently. Neither have I noted any lowering in our expenses.

H. E. White

### Haycreek

(Jefferson County)

Conditions during March have been very favorable for the sheep business, much better than in recent years. While not so many ewes were bred last fall, many more lambs have been saved per 100 ewes in the lambing done so far than was the case last year. I have not heard of any transactions in wool yet.

### CALIFORNIA

Most of the month was cooler than normal, though the early part was much the coldest, the latter part being somewhat warmer and more favorable for spring plant growth. Precipitation has occurred at timely intervals, being of general benefit to spring vegetation and crops, especially pastures and ranges. More rain is needed, however, in some sections. Livestock are generally in satisfactory condition, having had good forage through the month in most sections.

(Continued on page 37)

## Freight Rates on Stockers and Feeders

HEARINGS were held last fall at various points by the Interstate Commerce Commission upon request of the railroads for approval of new tariffs under which it would be necessary for a shipper of feeder animals to prove that the stock had been moved by rail subsequent to their first shipment as feeders under the old 85 per cent rate. This 85 per cent rate has been in existence for many decades and means that percentage of the rate currently applicable on fat livestock destined to markets. Under the proposal of the carriers, such feeder livestock moving into the feeding point would be required to pay the full fat rate and a refund of 15 per cent would be available when it was later shown that they moved by rail after fattening. Several other restrictions to the application of the rate were also proposed, and the whole matter was gone into exhaustively in the series of hearings in which the National Wool Growers Association was represented by Charles E. Blaine, who also represented the American National Live Stock and other producer associations.

Briefs in this case were filed on March 15. Several stockyard companies and commission and trader interests at stock yards filed briefs mainly supporting the proposal of the railroads. These interests at some eastern markets had previously received a partly favorable ruling from the I.C.C. upon their complaint that they were being unjustly discriminated against because 85 per cent feeder rates were being applied on feeder livestock shipped direct to country stations, but were not available through the yards markets.

In addition to the joint brief of the national and Texas livestock organizations in opposition to the position taken by the rail lines and some of the public stock yards, other opposing briefs were filed by the National Livestock Marketing Association, Armour and Company, Cudahy Packing Company, Wilson and Company, Swift and Company, Farm Bureau Federation, and the railroad commissions of South Dakota,

Montana, Wisconsin and Idaho.

The case will probably be set for final oral argument sometime during the summer months. Meantime, a slant on the case which is rather encouraging to livestock producers has come through the Interstate Commerce Commission's decision in an earlier case in 1932. A number of railroads had published tariffs requiring the proof of a subsequent reshipment by rail before freight payments on feeder livestock could be settled on the 85 per cent basis. The I.C.C. decision on February 13 required the railroads to cancel this rule on or before May 24, 1939.

While this decision does not necessarily indicate what the Commission may finally do in the case now pending, yet some of the language of the decision is very encouraging to those now opposing the severe limits upon the application of the feeder rates. In its decision on February 13, the I.C.C. said:

We have always recognized the fact that within the western district stockers and feeders are, from a transportation standpoint, separate and distinct from fat livestock. The distinction primarily is due to the peculiar and difficult conditions incident to the production of livestock in the western district. The bulk of the western stock is produced in the arid or range sections. Due to the lack of population there are no large markets for livestock within those sections, and due to the lack of moisture the pasturage and feed facilities available there generally are insufficient to put the animals in proper condition for market. It is clear, therefore, that the conditions under which western livestock is produced necessitate a movement of inferior animals, known as stockers or feeders, from the producing sections to pasture or feed points outside those producing areas.

Several witnesses with many years' experience in the western livestock industry testified that many stockers and feeders are sold by the producer before, while many others are sold after, they arrive at the pasture or feed points. Upon arrival at such points the animals frequently are resold by the consignee to third persons having no interest in the transportation to those points; and at the time of shipment to the feed or pasture points the producer does not know that the animals will be reshipped from those points by rail, or at all, because that is an unknown and

undeterminable element until final sale of the animals has been consummated. It is apparent, therefore, that the rule if enforced would place the producers in a position where they could not execute the certificate of affidavit forms which are essential to the application of stocker-feeder rates, and this in turn would force the producers to sell their stockers and feeders on basis of the 100 per cent rates, reduce the prices received by the producers and tend to restrict or localize the movement of stockers and feeders. \* \* \*

Defendants also contend that the assailed rule is necessary to prevent abuses or misuses of the stocker-feeder rates and on exceptions to the examiner's proposed report their counsel assert that the misuses and abuses referred to include "the device of describing fat stock as feeders and billing the same to a point within easy truck haul of a market or slaughter point" from which point the stock is trucked to market. This record contains no specific instance of any shipper having mislabeled or misdescribed fat livestock as stockers or feeders for the purpose of obtaining the benefit of the lower rates on the latter. The penal provisions of the act were designed to prevent such practices, and it has not been shown that they do not effectively serve the purposes for which they were enacted. Moreover, defendants' tariffs carry a special rule specifically designed to prevent application of stocker-feeder rates on fat stock. This rule provides that if the carriers "have any reason to believe that any part" of a shipment was sold for slaughter within 30 days after arrival at pasture or feed points, the charges on the entire shipment will be increased to the basis applicable on fat stock, unless the consignee makes an affidavit to the effect that *all* the animals included in the shipment are "properly described as" stockers or feeders "and that no portion of this shipment \* \* \* will be sold or used \* \* \* for slaughter within thirty (30) days after arrival at" pasture or feed points. Rigid enforcement of this rule would tend to prevent the application of stocker-feeder rates on fat stock, but at the time of the hearings it was not defendants' policy to enforce the rule, and they had no printed copies of the affidavit required by the rule. Defendants' apparent lack of interest in proper enforcement of the 30-day-affidavit rule suggests that they are more interested in recapturing the traffic than in applying the proper rates on the animals.

The Atchison, Topeka & Santa Fe and Southern Pacific railways prior to the decision of the Commission had brought suits in the courts of some of the southwestern states, particularly Texas and California, in an effort to collect the difference between the 85 per cent rates originally assessed and the 100 per cent rates on numerous

shipments of stocker and feeder livestock on which they claimed they had not received a subsequent reshipment by rail. The decision of the Commission affords a perfect defense in such suits. However, it is assumed that the railroads will voluntarily withdraw said suits in view of the Commission's decision.

This proceeding grew out of an attempt of the carriers named and their connections to enforce the collection of an alleged undercharge of about \$410 from the Matador Land & Cattle Company, Ltd., account of shipment of stocker cattle which moved from Russellville, Texas to South Fontana, California, July 23, 1934. After the carriers had instituted suit in the Texas courts complaint was filed with the Commission through the American National Livestock Association by the Matador Company. Shortly thereafter the American National Livestock Association, National Wool Growers Association, Texas and Southwestern Cattle Raisers Association, Texas Sheep & Goat Raisers Association, Highland Hereford Breeders Association, and the Livestock Traffic Association jointly filed complaint with the Commission assailing the subsequent reshipment by rail provision concerned. At the hearing which was held in Denver, October 12 and 13, 1937, the National Live Stock Marketing Association, Kansas Livestock Association, California Cattlemen's Association, California Wool Growers Association, and the state commissions of Arizona, Idaho, Utah, and Wyoming intervened in support of complaints. The Examiner's report, rendered in 1938, was in favor of complainants. Defendants filed exceptions thereto, and the case was orally argued by Mr. Chas. A. Stewart, traffic manager of the Texas Livestock Association, and Traffic Counsel Blaine before the entire Commission December 9, 1938.

Since the foregoing was written, the Southern Pacific and the Santa Fe have filed joint petition with the Interstate Commerce Commission for reconsideration and modification of the opinion and order above referred to and for postponement of the effective date of May 24, 1939.

## Central Laboratory for Animal Disease Study Sought

THE establishment of a central laboratory in the western states to coordinate the work of state, federal and experiment station agencies in animal disease research and also to initiate investigations of its own, has been announced as an objective of the Intermountain Livestock Sanitary Association, in which they seek the support of the livestockmen and their organizations.

The pledge of the Sanitary Association to work for this laboratory was covered in a resolution adopted at its annual meeting, held early this year in Salt Lake City. It reads:

Whereas the range livestock diseases of the western states are in many instances peculiar to this section and whereas the state, federal and experiment station workers in animal diseases in this area feel the inadequacy and lack of coordination in animal disease research and the need of a central laboratory in this area for the study of such diseases,

Be it, therefore, resolved that the Intermountain Livestock Sanitary Association pledges its assistance and respectfully requests the cooperation of livestock organizations, state experiment stations, state regulatory disease control organizations, and the U. S. Bureau of Animal Industry in the establishment of a regional animal disease research laboratory for the eleven western states.

## Nevada Association Holds First Annual Meeting

THE Nevada Wool Growers Association held its first annual convention at Winnemucca on March 1 and reelected the following officers: Gordon Griswold, Elko, president; E. A. Settemeyer, Reno, vice president, and J. Sheehan, Reno, secretary-treasurer. President Griswold delivered a very interesting talk on the sheep industry in Nevada and other speakers stressed the need for organization and endorsed the work carried on by the National Wool Growers Association.

The treasurer's report showed a very satisfactory financial condition for an association that has been organized only for one year.

The convention adopted the following resolutions:

The Nevada Wool Growers Association favors the repeal of the so-called Reciprocal Trade Agreement program now carried on by our government and foreign countries whereby negotiations are secretly entered into, resulting in trading off the products of American agriculture, such as livestock and wool. We, therefore, ask the support of the Senator McCarran bill authorizing and directing that all trade agreements be submitted to the Senate for ratification as is provided for in the Constitution of the United States.

The Nevada Wool Growers Association favors the full appropriation of one million dollars annually, by the Congress of the United States, as is provided in the Act of Congress known as HR9599 passed in 1931, for the control of rodents and predatory animals. We believe the control of predatory animals on all federal lands should be recognized as a necessary function of the government and that funds should be appropriated to the various agencies in the areas which they administer, for the control of said predatory animals.

The Nevada Wool Growers Association does hereby respectfully urge the Division of Grazing, Department of the Interior, to take notice of the large number of unregulated, unlicensed wild horses now grazing on the federal range lands in Nevada and urges the Division of Grazing to aid and assist the advisory boards and local administrative officials under the Taylor Grazing Act, to correct this situation and greatly reduce the number of wild and useless horses that are consuming the forage and otherwise damaging the ranges needed for use of domestic livestock.

## Dates for National Ram Sale

AUGUST 22 and 23, 1939, have been selected as the dates for the 24th Annual National Ram Sale, under the management of the National Wool Growers Association. The sale will be held at the Salt Lake Union Stock Yards, North Salt Lake.

## Wool Dresses for Queen Elizabeth and Mrs. Roosevelt

THE high value of women's summer dress goods made from wool is receiving wide publicity through an arrangement worked out last month between the National Wool Growers Association and the International Wool Secretariat.

Under this plan a specially woven piece of sheer weight dress goods, the gift of half a million wool growers from 34 of the United States, is now on its way to Her Majesty, Queen Elizabeth of England, via Commodore R. B. Irving of the Queen Mary, to be made into a gown by Norman Hartnell of London for inclusion in the Queen's wardrobe for her visit to the United States in June.

The Queen had previously signified her willingness to have this material sent to her and selected a pastel blue, now designated as "Queen's Blue," as the color. The beautifully wrapped package containing the fabric was handed to Captain Irving by Senators Schwartz and Clark of Idaho and Messrs. J. B. Wilson, secretary of the Wyoming Wool Growers Association and G. W. Cunningham, secretary of the Texas Sheep and Goat Raisers Association, in a suitable ceremony prior to the sailing of the Queen Mary on April 7. At the arrival of the Queen Mary in England, the box will be carried to the Queen by special messengers.

As a reciprocal courtesy, Mrs. Roosevelt will receive cloth manufactured in England from specially selected wool of Australian, New Zealand and South African origin. Mrs. Roosevelt's color selection is "Azure Blue," a slightly deeper shade than that chosen by Queen Elizabeth.

In view of the idea held by many Americans that British-made materials are superior, this exchange should bring to the minds of American women the fact that British royalty recognizes the value of goods made in America and from American-grown wools. And this opinion on the part of Her Majesty will not be altered when she receives the fabric manufactured by the Forst-

mann Woolen Company of New Jersey. A six-ounce summer woolen, it has everything desirable in a fabric for the most impressive or significant occasions: a delicate, almost chiffonlike texture, with that firm, good feel, peculiar to wool alone. It is, of course, made entirely of pure virgin wool.

Samples of the fabric for Mrs. Roosevelt's gown have not yet been shown. It is coming from the mills of John Emsley of Bradford and will arrive sometime around the middle of April. Her dress designer is Clarepotter.

It is expected that Her Majesty and Mrs. Roosevelt will wear these dresses on the occasion of their first meeting in Washington in June.

The International Wool Secretariat, one of the parties to this promotion plan, is an organization supported by the wool growers of Australia, New Zealand and South Africa for the purpose of promoting wool. Funds for its work,

amounting to something over \$500,000 annually, are derived from a tax levied upon all wools exported from those countries. Set up in the fall of 1937, the Secretariat has been studying and more or less feeling its way around to ascertain the best methods of publicizing wool. Its initial venture was the erection last spring, in cooperation with British manufacturers, of a wool pavilion at the Empire Exhibition at Glasgow, Scotland, a picture of which is reproduced here. The building was "dominated" by a golden Merino ram and housed many exceptional exhibits of an educational character and attractive displays of fashionable woolen attire, but most unique was a mural tapestry 8 feet high and 180 feet long on which the story of wool from ancient to modern times had been woven in wool by young Dominion artists.

This year through a New York publicity organization, the International Wool Secretariat is spending some money in the United States, whose population and standards of living offer a most fertile field for the expansion of wool consumption.



The Wool Pavilion, topped by a golden Merino ram, which housed an unusual array of wool exhibits at the Empire Exhibition in Glasgow, Scotland, in 1938. It was erected by the International Wool Secretariat.

## New Montana Officers



W. G. Gilbert,  
Dillon, President

The new President and Secretary of the Montana Wool Growers Association are presented to you here. Mr. Gilbert, of course, is well known to all western sheepmen, having served in the same capacity for the organization in 1934 and 1935. He is merely continuing his services to the sheepmen.

Mr. Etchepare assumed his duties as secretary-treasurer of the Montana Association on April 1. He is a son of the late John Etchepare, of Glasgow, Montana, attended the Montana State College, and was formerly connected with the Farm Security Administration.



Paul Etchepare,  
Glasgow, Secretary

## Progress in Liquidation Of R. A. C. C.'s

**A**BOUT 96 per cent of the \$325,684,000 loaned to farmers and livestockmen by the regional agricultural credit corporations since 1932 had been repaid at the end of 1938, according to a statement made recently by C. C. Jacobsen, director of the Regional Agricultural Credit Division of the Farm Credit Administration.

Director Jacobsen said the loans of the regional agricultural credit corporations were made to meet emergency conditions existing in 1932 and 1933 due to restricted lending by the customary credit sources. "The splendid repayment record is an indication of the ability and determination of farmers and livestockmen to meet their obligations—emergency debts included—in characteristic good faith," he stated.

The regional agricultural credit corporations have not engaged in any extensive new financing since May, 1934, when they commenced orderly liquidation since the production credit associations — permanent sources of

short-term credit—had been organized to fill the place the "regionals" occupied in the early stages of the emergency.

There were 11,659 regional agricultural credit corporation loans outstanding, amounting to \$11,081,297 at the end of 1938. Repayments during 1938 aggregated \$6,814,942.

From their organization late in 1932 to December 31, 1938, the corporations made cash advances aggregating \$325,684,348, of which the balance outstanding at the end of the period represented 3.4 per cent. Net charge-offs and losses from all sources totaled \$2,014,460 to December 31, representing six-tenths of one per cent of the total amount loaned since organization.

The maximum capital of the regional agricultural credit corporations was \$44,500,000. As of December 31, 1938, \$39,500,000 of the capital had been repaid, leaving the outstanding capital as of December 31, 1938, \$5,000,000. All reductions in capital have been made from the orderly collection of outstanding loans.

## More Foot-and-Mouth Disease

NOT long since I talked with a scientist who had just made a tour of Europe. He was particularly interested in animal diseases. In general he told me that Europe was saturated with foot-and-mouth disease; that the situation was so hopeless the animals in their zoological gardens and parks were generally infected; that the disease had become so widespread that some countries were no longer trying to control it. He feared that the disease would invade the United States in spite of all restrictions.

S. W. McClure

## Kansas City Commission Rates

**T**HERE is some possibility that the \$700,000 that has accumulated at Kansas City pending the outcome of litigation over commission rates at that market may be returned to the shippers from whom it has been collected during recent years. This amount of money represents the difference between the rates originally ordered into effect by the Secretary of Agriculture in 1933 and the rates which have been subsequently collected by the commission men and held in trust for distribution in accordance with final court order.

In April of last year the U. S. Supreme Court held that the rates ordered into effect by Secretary Wallace in 1933 were invalid on the grounds that the commission men had not been given adequate hearing. Thereafter a new study of the commission rates was started and hearings have just been held in Kansas City in this new case. The rates recommended by the Secretary in the new proceeding are almost identical with those originally prescribed in 1933. If these rates are promulgated, government officials have indicated that they will be made retroactive to 1933, in which event the \$700,000 will be returned to shippers.

Final decision in the matter will probably be delayed as commission men are opposing the new rates.

# The Texas Wool Warehouse System

By E. S. MAYER, Vice President  
Texas Sheep and Goat Raisers Association

An Address Delivered at the 74th Annual Convention of the National Wool Growers Association, San Angelo, Texas, January 24-26, 1939



The Modern Type of Texas Wool Warehouse

IN PREPARING these remarks on the Texas Wool Warehouse System I had in mind that there would be many people here from out of the state who are not familiar with our system and who are interested in hearing details of its operations. Therefore, I have included many things which are elementary and which may not be of particular interest to the Texas people. I hope you will bear with me on that. I have tried to include a few historical facts which might prove of interest.

It is said of the United States that civilization follows the railroads. It might be said that in Texas the development of the wool and mohair warehouse system has also followed the railroads. Almost invariably, where the railroads have penetrated into the sheep and goat raising country, warehouses have been established.

Prior to 1880 there were sheep in West Texas but nothing like present-day numbers. In those days wool was hauled by wagon to San Antonio for marketing. And I heard one old timer say that he hauled it there, sold it for 9 cents per pound and made a profit. How times have changed!

## Beginnings

T. C. Frost was the principal wool merchant in San Antonio at that time and until the early nineties. His son, J. H. Frost, president of the Frost National Bank of San Antonio, states:

I am under the impression that my father began handling wool sometime during the late '70s, and I know that during the late '80s he had a very large wool business, which

I personally can remember. I do not have any idea of the pounds handled annually, but I have a remembrance of seeing a memorandum book—which was distributed for advertising purposes—on the flyleaf of which was the statement that he had handled that year more wool than any other man in the United States. He did not buy and sell on his own account at all, acting purely as a warehouseman and commission merchant. During the period, or at least a great part of the period, in which he operated, he handled practically all of the wool for the growers selling through San Antonio, covering the territory to the west and northwest. I am under the impression that there were no wool warehouses or wool commission houses of any consequence in San Angelo, Del Rio, Kerrville, etc. I think that he discontinued the business entirely just before Cleveland was elected in 1892. Further, I think that the nucleus of the present bank was created as a direct outgrowth of his wool commission business, in that the growers often left with him on deposit the proceeds of their clips until they had occasion to make use of them.

According to L. A. Schreiner, of Kerrville, president of the Chas. Schreiner bank of that city, Captain Schreiner started business in Kerrville in 1869:

There were very few sheep in Kerr County at the time and wool was sent to San Antonio by freight wagon for sale. Later on wool was concentrated here in a small way, especially small clips, usually sold here and forwarded to San Antonio for shipment. The S. A. & A. P. Railway was built here in 1877 and after that he built a warehouse on the main track and all wool for several counties was handled through this warehouse. This was doubled in size in 1890 and a new rock warehouse built down town in 1898, with railroad switch to it.

He was principally engaged in the mercantile business, but as there were no banks

nearer than San Antonio, he did a small banking business, also handled wool from the beginning.

I remember ranchmen coming to him to borrow money. He would say: "All right, I will let you have it, provided you put part of the money in sheep." They would usually answer: "No, I don't like sheep," but he would insist and started them out in the sheep business, much against their will.

(Mr. Mayer here told how the development of the wool warehouses followed the course of railroad building into Del Rio, Abilene, Ballinger and so on and how San Angelo citizens saved their wool storage business until the railroad reached them by hauling the wools free of charge to Ballinger.)

So we see that development of the warehouse system followed pretty well after the building of the railroads and, of course, as the sheep-raising areas were extended and numbers increased.

In 1909 C. C. Walsh, former resident of San Angelo and more recently agent of the Federal Reserve Bank of Dallas, Judge J. A. Whitten of El Dorado, a rancher, and the late Robert Massie, together with a few other friends organized the Wool Growers Central Storage Company in San Angelo. That was the first company organized along the lines of what is now generally conceded to be the typical Texas wool warehouse. I am not sure just what thought prompted the organization of the Wool Growers Central Storage Company. From what I have gathered I am inclined to believe that altruism had more to do with it than a desire for monetary profit. The founders believed that they could improve on the system for marketing their wool which was then in vogue.

I have not had time in preparing this statement to go into history sufficiently to determine the chronological order in which the other warehouses of the state were organized. It is really of no importance. It is sufficient to say that today there are scattered over the entire state approximately 133 individuals, firms or corporations who engage in the handling of wool and mohair to some extent. Only a very few are located in inland towns,—that is, off a railroad. There are only about 20 that are exclusively in the wool and mohair business. About the same number make loans on livestock. About 80 to 85 of them handle other lines such as feed, salt and various supplies and some of them are in the general mercantile business.

In singling out the Wool Growers Central Storage Company for specific mention, I do not wish to imply that it is or was the best. I do so because it was the first of the so-called typical warehouse corporations to get started in Texas and until just very recent years it was the largest. The first year of its operation it handled 1,395,892 pounds. It reached a peak in 1931 with 9,857,719 pounds but has declined in the amount handled since that year. Its average for the 30 years of its existence is 4,475,000 pounds per year.

Its rank in size has been affected by competition,—there being now 9 warehouses in San Angelo and about 20 in the territory formerly served by the Wool Growers, in place of only four. \*\*

The wool warehouse system of Texas has never been found lacking in facilities, either financial or physical, to handle the wool clip of Texas. Like all other businesses they have resorted to the means of discounting with commercial banks, with the Intermediate Credit Bank, Reconstruction Finance Corporation, and other such agencies.

I do not know if they have ever done a better or larger job of merchandising the Texas wool and mohair clip than they have this past season. The best available figures show that the total wool and mohair production of the year in Texas was approximately 97,000,000 pounds. Add to this a carry-over from 1937 of 15,500,000 and deduct the carryover that goes into 1939 of 6,000,000 and we have approxi-

mately 106,500,000 pounds of wool and mohair disposed of in Texas in 1938.

Of this amount of 106,500,000 pounds of product, it is estimated that about 3,500,000 pounds was sold and delivered which did not go through any of the warehouses. This leaves a balance of 103,000,000 pounds of the commodity which was handled through the warehouses. It is estimated that about 1,250,000 pounds of this amount was bought directly in the country but was shipped through the warehouse facilities. It therefore appears that all of the balance, considerably over a 101,000,000 pounds, was handled entirely by warehouses.

### The Typical Warehouse

Possibly I should have started this talk with an explanation of what is considered the typical Texas warehouse, as I have used that phrase more than once.

A typical Texas warehouse is a business establishment, either incorporated or privately owned, that offers to its customers complete facilities for handling either wool or mohair from the time it is hauled in from the ranches until it is sold, shipped, and paid for. The process is something like this: The clip is hauled into the warehouse, weighed in and each bag is given an identifying mark. It is then piled up for storage, because it is usually impossible to determine how long the clip will remain in the warehouse. As soon as it hits the warehouse platform, it is immediately and automatically covered by insurance paid for by the warehouseman. While it is in the custody of the warehouseman, he is entirely responsible for it, both as to its safe-keeping and in connection with damage of any kind. While in his possession he may be called on to show sample bags of the clip several times to various buyers who desire to look at it. After the wool is sold, it is again weighed as it is loaded into the railroad cars. The warehouse obtains bills of lading, draws on the buyer for the proceeds of the wool, and then remits to the grower after deducting his handling charge.

Slight variations from this procedure exist throughout the state but this is the generally accepted plan. During

none of this procedure is it necessary for the ranchman to be present at the warehouse. However he often does come in for a consultation with the warehouseman and also for discussions and conversations with various buyers. The grower is usually consulted about the selling price. Many growers give specific instructions that their approval must be obtained before a sale is concluded. Some, however, have explicit confidence in the warehousemen, permitting them to use their own judgment entirely in selling. It is very rare that this confidence is abused.

### Selling the Wool

One of the methods of selling is through sealed-bid sales. Various buyers are given opportunities to examine samples of all of the clips which are to be offered at the sale. They then write down their bids in a grease price, f.o.b. cars at the warehouse. These bids are collected and examined secretly,—no one being permitted to see them except the officials of the warehouse and the grower, if he cares to. If the high bid is satisfactory to all concerned it is accepted, and it is usually announced to the gathering at the sale who the successful buyer is, together with his price. The option of refusing all bids is always reserved. If all bids are rejected, that fact is announced and the name of the highest bidder is given but no prices bid are given out when there is no sale.

Sealed-bid sales are more effective when demand for wool is brisk. With many orders in buyers' hands, it lends zest to the buying and is sometimes the only equitable way to sell, as a buyer can fill all the orders he has if he is willing to outbid his competitors. With demand slack, it is easy to see that sealed-bid sales are ineffective.

Mohair is never sold at sealed-bid sales but always by private negotiation and usually in large lines.

### Charges

The rate of commission charge has been in effect almost since the beginning of the warehouse system. I am informed that the rate of charge, even in the early days, was  $2\frac{1}{2}$  per cent

of the proceeds of the clip. That is the prevailing charge today. Most of the houses have adopted a minimum charge of a half a cent per pound so that when the price of grease wool drops below 20 cents the minimum takes effect. Some also have a maximum of one cent per pound. I am informed that many of the warehouses have adopted the straight half-cent commission regardless of the price of the wool, and a few that handle mostly small clips charge a flat rate of one cent. I do not know how extensively these variations exist. This commission covers all costs in connection with the handling and care of the clip, including storage, insurance, and all labor expended in loading and unloading the wool. Most warehousemen will tell the growers that the storage period is limited to four to six months but I have never heard a warehouse making a charge for additional time held unless under very extraordinary circumstances.

The warehouses also perform a service for the grower who sells his wool directly to a buyer before it enters the warehouse. Oftentimes, as you well know, buyers will contract wool before it is sheared; then again they will often travel to the ranchers and buy it during shearing or immediately thereafter before it has been hauled into the warehouses. In such cases, in order to secure accurate weights and proper marking of bags and loading of cars, the buyers will have the warehouses perform this service at the usual charge of 50 cents per bag. However, I am told that this charge has varied at times, both up and down.

#### Financial Service

A considerable amount of financing is done by the warehouses. This is done either as straight advances on the wool before or after it is in the warehouse or as production loans on the livestock. It is my understanding that the warehouses seldom make unsecured advances on the wool before it is delivered to the warehouse. Buyers often do. After it is in storage they will make quite liberal advances.

A few of them are in the lending business and make production loans just as are made by other financial in-



E. S. Mayer

stitutions. These always carry a chattel mortgage on the livestock and entail the usual periodic inspections and counting of all of the animals covered. It is customary, when a grower has a loan from a warehouse company or wool merchant, for him to market his wool through that concern. In some instances the warehouses demand this, having it written into the mortgage and they will not release the wool for sale outside their warehouse unless the entire commission is paid. There have been times when this requirement has caused considerable dissension but I cannot see but what it is just, as the grower knows of this requirement when he signs the mortgage. After all, the warehouses are primarily in the wool selling business.

Consignment of wools by Texas warehouses to eastern dealers is seldom practiced. It was tried in a few instances early in the recent depression but Texas growers have never been very strong for consigning, preferring to sell here at home. The amount of wools consigned to eastern dealers is so small it is negligible and I suppose there have been many years when not a pound was so handled.

Taken as a whole the Texas ranchmen are pretty well satisfied with their warehouse system. The theory, if it

can be said that there is a theory of wool merchandising, seems to be all right. Complaints usually arise with the individual warehouseman on some little rule of his own or some irregularity peculiar to the individual warehouse. But this does not affect the theory.

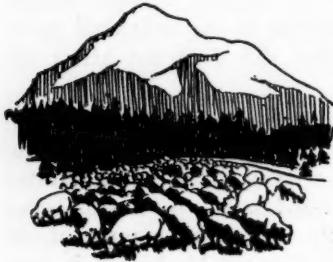
There has been considerable discussion in recent years on whether regular auction sales should be substituted for sealed-bid sales. By auction sales I mean the customary manner of the buyer shouting out his bid, as is done at the sale of livestock and at other auctions. Sentiment is leading that way and some day it may become a reality.

I believe that the eastern wool dealers and their buyers here in Texas like our Texas warehouse system very much. I do not think they are able to buy wools as cheaply here as they are in such parts of the country as do not have our system. Instead of dealing with the individual grower, most of whom have neither the information nor the facilities for keeping up with an active wool market, they are dealing with men who devote the greater portion of their time to the selling of wool and mohair and therefore keep abreast of the situation. This is naturally beneficial to the grower and at the same time I do not believe the buyers resent at all being placed on an equal footing with the seller. There were 46 buyers in Texas last season and we have always found most of them ready and willing to cooperate to the fullest extent and the very few who are not so willing do not get very far in their attempt to buy Texas wool.

It is easy to see that with so many dealers represented,—with so many buyers in the field all competing with each other—we always have as active a market as it is possible to have and we usually get the best price obtainable. Please note that I do not say we always get all that the wool is worth.

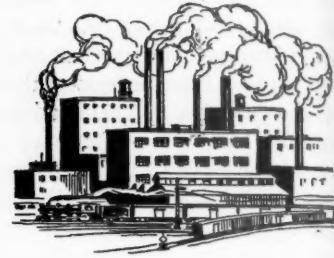
I will conclude by saying that no doubt improvements in the way of selling our product are in store for us but with no fear of being contradicted, we maintain that we have the best system in the entire country, so far devised.

# National Wool Marketing Corporation



## News Bulletin

### Grower Owned and Operated



**A**n in-between season lag describes the present condition of the wool market in Boston. We have had a month of very poor business. The topmakers, who are becoming more and more the principal outlet for wools, complain of their inability to secure additional orders, also of delayed specifications for deliveries of tops. In their effort to develop new business, some attractive prices have been made. Wool tops that commanded about 90 cents two months ago have recently been offered at about 85 cents. As a result, topmakers who usually use about 65 per cent of the clip are making correspondingly low offers on grease wool. This creates a situation in which market values are difficult to quote. Some wools are held fairly strong at the same values prevailing through the winter months and a few mills that are in need of immediate supplies take enough wool to fill out at 68@70 cents clean for class 3, whereas during the winter months we secured 70 cents clean freely for this type of wool. For the most part, however, topmakers are commanding the situation and insisting that the present value of wool is around 61@62 cents clean.

The market is unsettled and no one seems to be sure of their position. The favorable statistical position of wool would seem to justify a greater degree of confidence. Upon April 1, 1938, there was quite a heavy carryover of both fleece and territory wool. This year there is practically no carryover. Fleece wools are very scarce and the market has been bare of quarterblood fleece wool for some months. Consumption for February, which is the last month reported, shows a substantial increase over the previous months, which is an encouraging factor.

There is no doubt that much of the inactivity and declining values are due to the thought that when the new clip is shorn and pressing for sale, prices would decline and, in all fairness, it must be stated that this expectation on the part of dealers and manufacturers has, to a degree, already been realized. The extent of the decline may be illustrated by sales of fleece, or farm state, wools that are being made this week for direct shipment to the mills. Michigan  $\frac{1}{4}$  and  $\frac{3}{8}$  has been sold in this market today, April 5, at 26 $\frac{1}{2}$  cents delivered to the mill. Similar wool fetched 32 cents delivered to the mill in January. Iowa  $\frac{1}{4}$  and  $\frac{3}{8}$  now being shorn is offered in this market at 25 $\frac{1}{2}$  cents. Three weeks ago similar wool was selling at 30 cents. Indiana sold today

at 27 cents delivered to the mill, and wool of this type readily commanded 32@33 cents in January. Today good Fine and Fine Medium territory and Texas wool is being offered for June and July delivery at 61 cents for a type of wool that found ready sale at 70 cents clean in January. It is difficult, if not impossible, to maintain foreign importing parity when wools are being pressed on the market as at the present time.

Labor trouble and strikes, of course, play an important part in the situation. The State of Rhode Island, where many of the prominent worsted mills are located, has been hampered by a truckmen's strike which has been in effect for seventeen days. It is stated that manufactured articles are piled high in the mills waiting delivery, and some of the mills have been forced to shut down. The whole textile industry is in such a nervous and uncertain frame of mind that undue importance is placed on trivial matters as having a bearing on the intrinsic value of wool.

### Foreign Situation

The European situation is used as an argument for both higher and lower values of wool, whichever argument best suits the position of the one presenting the argument. The threat of war in Europe as a bullish or bearish factor is debatable. The fact remains that foreign markets have maintained an even plane of values throughout the whole season regardless of European internal troubles. London auctions closed last week maintaining a very good tone with firm prices, and practically everything being sold. Cross-bred, or medium, wool was freely taken by the home trade. Some advocates of cheaper wool are making capital of a recent ruling by the Uruguayan government which places a premium of 10 per cent on American dollars. This, of course, does in effect lower the price at which Uruguayan wools can be purchased with United States currency. This, however, will not be a major factor as applied to the value of Fine wools, for South America produces very little Fine wool.

The trade agreement negotiated with Turkey last week does not include a reduction in the duty on either wool or mohair. This affords much encouragement for a belief that if and when further trade agreements are consummated

with Australia or South America, grease wools will be omitted.

The American Woollen Company, which probably uses on an average of about 30 per cent of the domestic wool clip, is now showing its heavyweight and fancy staple goods samples for fall delivery at prices about 7½ to 12 cents per yard above previous openings. It is stated on good authority that 50 per cent of the potential buying power of heavyweight cloth for winter sale has already been covered by orders. It is freely admitted, however, that New York demand in the last few weeks has been disappointing indeed. The placing of orders for cloth in the next few months or the failure to get business will have a profound effect on the wool market in the next few weeks. All seem to agree in the belief that good business will prevail the latter six months of this year, but whether it will be forthcoming in the next two months few will hazard a guess.

It is difficult to quote market values at such a time. The National Wool Marketing Corporation is not willing to concede lower values and we are selling a little wool as needed by the manufacturers for filling-in in the

### THE NATIONAL ANNOUNCES REDUCED SELLING COMMISSION AND CHARGES FOR 1939

WE are pleased to announce that the Executive Committee of the National Wool Marketing Corporation at the annual meeting on December 6 authorized a reduction in handling charges for the 1939 clip.

For the first few years after the National was organized in 1930, the selling commission was 2½ cents per pound in the territory wool states. Shortly after 1930 this commission was reduced to 2 cents a pound, including four months' free storage and insurance. Wool merchants on Summer Street immediately reduced their handling charges accordingly.

For the season of 1939 the charge for handling territory wools is to be further reduced to 1.60 cents per pound on clips up to 25,000 pounds, and 1.40 cents on clips of 25,000 pounds or more. In all cases where a 1939 CCC loan is taken, the National will deduct ½ cent a pound from the advance as an assembly service as compared with a deduction of ¾ cent for the same service in 1938.

The grading charge of ½ cent per pound will remain the same. Storage and insurance for the actual time wool is held in Boston will be charged at the rate of 15 cents per bag per month. Interest at the rate of 4 per cent per annum will be made on CCC loans made to growers.

The regular selling commission of \$1.10 upon fleece wool, or farm state wool, will be reduced in the season of 1939 to 90 cents.

It is the purpose of the National Wool Marketing Corporation, and its affiliated state associations, to handle wool for members at as low a cost as efficient service and management will permit.

manufacture of articles sold, at values almost up to January levels. It would probably be misleading, however, to quote these values when we are so close to shearing time and a little wool of the new clip is being sold far below the holding price of old wools. The National Wool Marketing Corporation has made sales of class 3 territory wool in limited quantities at 68@70 cents clean and we would quote the market as such. On the other hand, it is true that some of the early shorn western wools that are now arriving in the market are being sold at around 62 cents clean basis, which is slightly above the guaranteed Commodity Credit Corporation loan; probably no more than necessary for a reasonable profit to the merchant handling the wool. There is less activity in the West, indicating all operators are sensitive to any economic factor, small though it may be, that tends to give the wool market a jolt.

We quote below the grease and clean values of the respective grades as reported by the Bureau of Agricultural Economics. These values, however, must be considered more-or-less nominal because there is sufficient trading to establish a definite market.

### Domestic Wool Quotations for Week Ending Friday, March 31, 1939 GRADED TERRITORY WOOLS

Boston Prices Scoured Basis	Grease EQUIVALENTS Shrink. & Gr. EQUIV.	Based Upon Arbitrary Shrinkage Percentages (3)	Shrink. & Gr. EQUIV.	
			Shrink. & Gr. EQUIV.	Shrink. & Gr. EQUIV.
Fine Combing (Staple)	\$69-.71	(63%)	\$26-—	(65%)
Fine French Combing	.66-.68	(64%)	.24-—	(68%)
Fine Clothing	.60-.62	(65%)	.21-.22	(68%)
½ Blood Combing (Staple)	.67-.69	(58%)	.28-.29	(60%)
½ Blood French Combing	.63-.65	(59%)	.26-.27	(61%)
½ Blood Clothing	.59-.61	(60%)	.24-—	(62%)
¾ Blood Combing	.57-.60	(53%)	.27-.28	(55%)
¾ Blood Clothing	.54-.56	(54%)	.25-.26	(56%)
¼ Blood Combing	.54-.56	(50%)	.27-.28	(52%)
Low ¼ Blood	.51-.53	(45%)	.28-.29	(47%)
Common and Braid	.49-.51	(44%)	.27-.29	(46%)

(1) In order to present scoured basis prices in terms of greasy wools, scoured basis market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages representative of light, average, and heavy shrinking wools of the different length groups quoted.

## Western Wool Contracts And Sales

UP TO April 11 there had been contracted in Nevada  $1\frac{1}{4}$  million pounds of wool at prices ranging from 19 to 21 cents. In the Vernal, Utah, and Craig, Colorado, areas, a million and a half pounds of wool was tied up in a price range of 20 to  $22\frac{1}{4}$  cents. About two million pounds of Montana wool was under contract at 21 and 22 cents and approximately one million pounds of Utah wool had been contracted at 19 to  $20\frac{1}{4}$  cents. In Wyoming about a million pounds had been signed up at 18 to 20 cents.

Practically all of the early-shorn western Idaho wool had been sold on that date to various buyers at around  $20\frac{1}{2}$  to  $23\frac{1}{2}$  cents. The latter figure, however, had been reached only in the sale of the Parma Wool Pool, all the range wools going at  $20\frac{1}{2}$  to  $22\frac{1}{2}$  cents. There had also been scattered buying of early-shorn wools in Washington at 20 to  $21\frac{1}{4}$  cents.

No transactions of any kind had been reported on Oregon wools and while some mohair was moving in Texas, few contracts or sales had been made on wools.

In Arizona most of the wools had been sold or taken on consignment by early April, a few clean-up sales being made then at  $18\frac{1}{4}$  to  $22\frac{1}{4}$  cents.

Shearing is largely completed in California and the peak price reached in sales up to April 4 was 26 cents paid for a Sacramento Valley clip of 4000 fleeces. Other sales in that section had been consummated at 23 to 25 cents. In the San Joaquin Valley wool was moving at 19 to  $23\frac{1}{4}$  cents.

## Wool Goods Buyers to Place New Business Soon

BUYERS have continued to purchase the initial quantities of fall suitings, topcoatings, and overcoating lines which were formally opened the week of March 27 and most buyers, having completed the task of sampling the new offerings, are expected to place

initial business in the next ten days to two weeks, according to a release issued by the New York Wool Top Exchange Service on April 7. Tailors-to-the-trade, who are always the last group to enter the market, began to buy goods that week. Meanwhile, manufacturing operations began to taper off as the industry entered the usual lull between the fall and spring seasons. It is probable that the upward swing in mill activity will start in May and that most plants will continue active through the summer months.

The release states:

Prices this week were strong and firmed up considerably after the government announced its intention to grant loans against the new clip at about the same level as a year ago. All sections of the trade were closely watching the trend of retail apparel sales. Sections of the country enjoying seasonable weather reported gains of 10 to 15 per cent over a year ago, while centers afflicted with low temperatures stated that sales were running about even with last year.

Demand for men's wear was spotty in that substantial business was laid down for specialties which require considerable time to make while staples and semi-staples were bought in only moderate quantities. Some of the specialty mills were reported to have sold up their output to September. Most buyers, however, continued to operate slowly and only a few supplied specifications against reservations they placed with mills some weeks ago. It was reported in the market that representatives of foreign mills were booking more business than they were at this time last year. Recurrent crises in Europe, however, have made many buyers hesitant about contracting for more than a small percentage of their needs in Great Britain. Some additional business was written during the week on summer goods. Topcoatings sold in good volume and retainers were reported to be selling large quantities of these. Overcoatings continued to show steady improvement but individual orders were not large. Most clothing manufacturers in the New York area, and chain stores in the Middle West, were too busy shipping out spring merchandise to give much attention to the acquisition of fall fabric supplies.

Demand for women's wear was confined almost entirely to goods for immediate delivery. Since neither mills nor jobbers had stocks in hand, actual business was very light. Garment manufacturers continued to ship out quantities of Easter garments and the belief was expressed that spring apparel would continue to sell actively at retail for the next six weeks at least. Mills began to turn their attention to fall lines which will be formally opened in the next few weeks. Prices are expected to show advances of 10

to 15 cents a yard over last year's levels. Sales of women's suits and coats at retail were large and were reported to be running about 15 per cent ahead of a year ago.

Sweaters were in active demand and some business was written on wool hosiery. Swim suits were in improved demand. Automobile fabrics continued to move in fair volume

## We Want to Buy Some Wool

WE want to buy some wool clothing, some wool clothing made of the kind of wool we raise with no cotton in it to give it strength, no rayon to make it shine, no shoddy to make it cheap for the manufacturer, just plain honest wool clothing made of honest wool.

We are a wool growing family with one wool clip ready for the shearing and parts of two clips awaiting sale in Boston while manufacturers are a wondering whether or not wool is cheap enough to put into wool clothing.

We can't sell wool and we have found we can't buy wool in clothing and be at all sure of it. We represent insistent demand for wool goods, consumer demand lacking direction to decent reliable wool merchandise. We are like about one hundred and thirty million other folks in this country who, when they attempt to purchase articles sold as wool, get some wool some times.

There is a nine-year-old boy in the family and he can go through a pair of shoddy pants in no time. We are rather proud of our boy. We would like to get him some clothing made of good wool, but manufacturers of boys' clothing decree shoddy for boys, so our boy and the boys of the other one hundred and thirty millions wear shoddy in place of wool. Maybe those boys would not be so tough on clothes if the clothes were worth a patch.

Our lovely daughters pursue knowledge in our state university, working hard to fit themselves to live. They wear mostly rayon for silk and shoddy in their coats and snow suits in place of wool. A sheepman's budget could never be stretched to afford the real fibers, silk and wool when manufacturers decide that wool is not cheap

enough to go into fabrics sold as wool.

Now mother shops around and looks at things called wool. Some of these would look swell on her, sure for a little while, and maybe for quite awhile if she chooses well, but she must take her chances if she buys at all. She won't, she just runs up a bill for more shoddy and rayon for the kids, just as the other mothers of our land.

But father, he wears the virgin wool because it can be found in men's clothing, suits, overcoats, Pendleton range clothes and socks. It is just luck that father can find this good wool merchandise. It would be something to brag about if wool growers' organizations could point with pride that they had shown the way to virgin wool. But no, it just happened.

Most men still wear substitutes in place of wool as do the girls and boys and women of the world. Is it wool growers' business to show the consuming masses what merchandise to buy when looking for wool? It would surely be the business of business men to make their goods available. Wool growers should test wool merchandise for material, workmanship and shrink and by use of a hall-mark let people know the goods which they find worthy.

Rawlins, Wyo. Kleber H. Hadsell

## F. T. C. Order on Use of Term "Fleece"

USE of the word "fleece" as descriptive of blankets not composed wholly of wool has been forbidden by the Federal Trade Commission.

The cease-and-desist order to that effect was issued by the Commission in a case involving W. S. Libbey Company, Lewiston, Maine, who manufactured and distributed blankets under the trade name "Golden Fleece." The findings of the Commission were that the blankets are made chiefly of cotton, the wool content being negligible.

The order of the Commission forbids use of the word "fleece" or any other word descriptive of wool, to be applied to any fabric or product not composed wholly of wool, except that in the case of fabrics or products composed in

part of wool the word "fleece" may be used as descriptive of the wool content if there is used in immediate connection therewith in letters of at least equal size and conspicuousness words truthfully describing each constituent fiber

or material thereof in the order of its predominance by weight.

The order provides that it shall not be construed as approving use of the term "fleece" to describe any wool that is not virgin wool.

## The Rise in Staple Fiber Production

THE rapid increase in the production of staple fiber (rayon filaments cut into regular lengths for spinning on cotton or worsted spindles), especially in Germany, Italy and Japan, is reported in "The Wool Situation," issued by the Bureau of Agricultural Economics on February 10. Increases also appear in the United States and Great Britain, though to a lesser extent. And while the present proportion of staple fiber in the world's production of apparel textile fiber is only 3 per cent the yearly advance it is making is rather portentous.

The statement in "The Wool Situation" is quoted:

A recent issue of the weekly report of the German Institute for Business Research gives certain information and statistics relative to the production of staple fiber in several countries and total world production of spinning materials. Staple fiber is obtained by cutting rayon filaments into regular lengths after which it may be spun on cotton or worsted spindles. It possesses the advantages of being uniform in staple length and fineness and is well adapted for mixtures with cotton and wool.

Measured by world production of all textiles the present production of staple fiber is not of great importance. Production in 1937 was estimated to account for less than 3 per cent of the world production of textile fibers suited to apparel production. The production of staple fiber intended for mixture with wool, or for use instead of wool is estimated to

form less than 25 per cent of present staple fiber production or about 150 million pounds. This compares with a world wool production of about 2,250 million pounds, clean basis.

The production of staple fiber has increased rapidly in the last few years however, and in 1937 amounted to one third of world total rayon production. The increase is due chiefly to the sharp increase in production in Germany, Japan and Italy. These countries are endeavoring to obtain a high degree of self sufficiency in raw textile material supplies because of the difficulty of financing imports. In Germany and Japan the mixture of staple fiber with natural fibers in goods for home consumption is now enforced by official decree.

Production of staple fiber has also increased in Great Britain, the United States and other producing countries in the last few years, although production in those countries is as yet of minor importance. Because of its recent development it is difficult at present to say what the future possibilities of staple fiber are with relation to other textile materials.

### World Apparel Textile Production, 1937

Product	1,000 lb.
Artificial silk	1,185,820
Staple fiber	622,920
 TOTAL	1,808,740
Cotton	18,300,000
Wool (washed)	2,250,000
Silk	81,000
Flax	1,642,000
 TOTAL	22,273,000

Weekly report German Institute for Business Research, November 18, 1938.

### Production of Staple Fiber in Specified Countries, 1933-37

COUNTRY	1933		1934		1935		1936		1937	
	1,000 lb.	Pct.								
Germany	8,750	31	15,800	31	37,900	27	94,580	32	220,000	35
Japan	965	3	4,720	9	13,625	10	45,850	15	174,755	28
Italy	11,000	39	21,600	42	67,675	48	110,100	37	156,350	25
Great Britain	2,440	9	2,450	5	9,320	7	26,160	9	32,720	5
United States	2,100	8	2,200	4	4,600	3	12,300	4	20,100	3
France	2,220	8	4,400	8	5,000	4	6,400	2	11,300	2
Poland	440	2	665	1	710	1	1,200	—	2,270	—
Sweden	—	—	—	—	—	—	350	—	1,180	—
Netherlands	—	—	—	—	—	—	1,100	—	220	—
Belgium	—	—	—	—	—	—	—	—	3,000	—
Greece	—	—	—	—	—	—	10	—	110	—
Czechoslovakia	—	—	—	—	—	—	—	—	650	—
Norway	—	—	—	—	—	—	—	—	265	—
 TOTAL	27,895	100	51,835	100	139,340	100	298,060	100	622,920	100

Rayon Organon, June 1938.

## Doc's Bullfrog and the Down-Hill Pants

WONDER if Doc McClure got his bullfrog back (*Wool Grower*, October, 1938). Maybe some sojourner in Sun Valley lost a pair of those down-hill pants and Doc's frog appropriated them and glissaded into the Snake River. Doc's pool, you know, is right on the main drag and such a find for the frog is possible. Once having reached the river, that frog may be anywhere, which may explain the interest many down-river stockmen are taking in their watering places. It is true Doc's Taylor grazing preference does not run into the thousands, but it would be mighty helpful to some, and his offer to trade that right for the frog when returned would be fine for the finder.

In case there may be confusion in the minds of stockmen regarding down-hill pants, I will describe to the best of my ability what down-hill pants really are in order to help them identify Doc's frog, should he be wearing them. I should state that my information is from the only authority on down-hill pants in the State of Idaho, Jack Lane of Ket—I mean Sun Valley.

We Idaho folks, of course, know all about Sun Valley, but many of us had never learned that this is the only place in these United States where only down-hill pants are needed. We have lifts there that take the skiers to the tops of the hills and then there is just one thing to do, that is come down. True, you can come down in most any sort of pants, or without them for that matter, but should you be unfortunate enough to come down hill with up-hill pants, you would be forever excommunicated from the skiers' fraternity, sorority, or whatever it is.

Now these pants are of a particular weave. I heard the word "gabardine" freely used. This gabardine, I am informed, is an extremely tight cloth, so smooth that only hands unused to hard labor, such as playing golf, are tender enough to give the right sort of judgment in making its purchase. However, experts are available: you may have either a smoke chaser or a W P A

laborer make your selection. The outcome of a competition to select the most competent judge of this material, in which a smoke chaser led a mile, has been carefully hushed. It is now explained, however, that since the formation of the C S U (Smoke Chasers Union) any other work except smoke-chasing is strictly out. In former years, it was not unusual to meet a couple of smoke chasers with a two-bitted ax apiece and perhaps a cross cut saw, clearing logs from the trail, but nothing like that now, no smoke, no chase, and since last summer was an extremely wet season, with no fires, it can readily be seen why the contest turned out as it did.

Incidentally, organization of a Trail Clearers Union would seem desirable now with the advent of the fine roads into many parts of the forests, as the trails have been neglected badly. But that is getting far from the down-hill pants and Doc's frog. However, the description may let the finder form a sort of general idea of what to expect. Personally, I hope the frog is not found; there are enough handicaps in the sheep business and Doc can get along better without the frog than he will without his permit.

Boise, Idaho

Hugh Sproat

## Bounty Favored

IN reading the reports sent in from various parts of the country to the *National Wool Grower*, I have come to the conclusion that 90 per cent of the sheepmen would prefer a government bounty on predatory animals to these sundown and payday men.

If we sheepmen would assert ourselves, it might be that we could impress on our Senators that we want more coyote scalps for our money and would like each dollar put where it will do the most good to the most people.

A bounty, say, government \$3 combined with \$1 from the state and a similar amount from the stockmen, would do the work. We would have 100 to 1 trapping and I mean trapping. Such a program would take hundreds of men and boys off the streets and we sheepmen wouldn't be losing from 5

to 35 per cent of our lambs every summer.

The sheepmen in our district assessed themselves 5 cents per head as a special tax last summer and put on three extra trappers. And I will still bet that we would have had 5 to 1 trappers and 3 to 1 animals killed with that much extra bounty added to a government bounty, as I have before stated.

I'd like to have the opinions of other sheepmen on such a bounty system. Meadow, Utah J. Ernest Bushnell

## Imports of Purebred Sheep

ACCORDING to the report of the Chief of the Bureau of Animal Industry for the fiscal year ending June 30, 1938, a total of 2,119 sheep were imported into the United States from foreign countries, under the provisions of paragraph 1606 of the Tariff Act of 1930, which permits the entry of animals for breeding purposes without payment of duty.

Suffolks easily outled all of the breeds in number imported. They totaled 956; Southdowns stood second with 617; Lincolns next with 164. Entries also included 138 Cotswolds, 101 Shropshires, 84 Hampshires, 44 Oxford Downs and a few head of Leicesters, Dorset Horns, Cheviots and Romney Marsh.

## Collections from Growers For Wool Promotion Discontinued

SOME confusion has arisen since the discontinuance of wool promotion under the direction of Associated Wool Industries over future collection from growers for that work. To clear the situation, a resolution, introduced by Secretary Wing of the California Wool Growers Association, was adopted by the Executive Committee of the National Wool Growers Association at San Angelo in January recommending that the "collection of funds from growers for wool promotion be deferred until such time as fabric labeling legislation is passed by Congress."

# With the Women's Auxiliaries

## IDAHO

*U. L. I. A. Chapter*

A BRIEF summary of the activities of this group throughout the first part of this club year is interesting in that we note these ladies seem to be very much interested in learning more about the uses of wool, both in a practical and decorative manner. Demonstrations covering many different items have been given, some of which were quilt protectors, pillows, hooked pillows and rugs. Instructions for making these articles as well as for knitting have been given the members and as a result they are contributing their bit towards the promotion of wool.

Socially this chapter has been active as well, having given its annual dance and another entertainment in honor of the husbands. Luncheon is served at each meeting and the members meet together in an informal social hour and at the same time endeavor to study the problems that confront the industry.

## OREGON

*Malheur County*

THE Malheur Chapter of the Oregon Wool Growers Auxiliary had its March meeting at the home of Mrs. Albert Tscheeis on the 21st. The afternoon was spent in crocheting afghans of wool and in wool embroidery.

The regular meeting with Mrs. Chambers on March 14 was postponed on account of illness of some of the members.

Letters from the State President were read at the meeting.

Mrs. Roy J. Smith  
Corresponding Secretary

## Baker County No. 2

MRS. BERTHA ROHNER was hostess to the Baker County Chapter of the Oregon Auxiliary at its regular monthly meeting on the 1st.

The main item of business at this meeting was the vote to give a scholar-

Material for this department should be sent to the National Press Correspondent, Mrs. Emory C. Smith, 1636 Princeton Avenue, Salt Lake City, Utah.

ship for the 1939 summer school as was done last year. It was also voted to award another scholarship for the Fat Lamb Show this summer, this second one to be given for the 1940 summer school.

President Payton appointed one of the members to make a report at the next meeting on the various locker food storage businesses about to open up in Baker. The April meeting will be a no-hostess luncheon at the Hostess House, April 5.

Grace Spence  
Corresponding Secretary

## Morrow County

AT the Morrow County Chapter meeting and luncheon held at The Lucas Place, covers were laid for sixteen. A report was made on the February food sale.

Mrs. Harold A. Cohn, president, stated the reason for the existence of the auxiliary is to promote the use of wool and the consumption of lamb. With this in mind, it was decided to have a Woolen Hobby Show and Tea at the Parish House the afternoon of March 25. The proceeds from this event will be used for a 4-H Club membership. Miss Frances Clinton, Umatilla County demonstration agent of Oregon State College extension work, will talk on refrigeration, how to keep meats, fruits and vegetables in locker boxes. It was also decided to give yarn flowers for favors.

Mrs. Cohn is to contact the county agent and B. C. Pinckney in regard to having a wool exhibit in the bank building at the next rodeo.

A report received after the preceding summary of the monthly meeting shows with what success the Woolen Hobby Show was met. This show of-

fered several novel features, among which were live sheep outside and wool clips inside. There were woolen pillows, rugs, etc., some made, and some in the making. A red woolen dress belonging to Mrs. J. A. Patterson which was worn in the days of Empire gowns, was displayed on a dress form. Woolen hooked hangings had been sent up from The Dalles. Mrs. Mike Bibby displayed a shawl which is over a hundred years old.

The balance of the program was carried out as planned, with Miss Frances Clinton of Pendleton giving an interesting and educational demonstration of refrigeration, and a program and tea with favors of woolen flowers for each guest.

Josephine Mahoney  
Corresponding Secretary

## UTAH

*Salt Lake City*

THE Civic Center was the scene of the regular meeting of the Salt Lake Auxiliary to the Utah Wool Growers on March 13. Reports of the Salt Lake Council and District Federation meetings were given. Reports were also given by the Revisions Committee, which presented amendments to the constitution, and by the Nomination Committee.

A program of piano music and readings was enjoyed, as was a buffet luncheon carried out in the St. Patrick's spirit, preceding the meeting.

A report of the radio committee shows that several worth-while programs were broadcast during the past month. One broadcast was devoted mainly to home decoration hints utilizing wool and we were fortunate to be able to secure as our guest speaker for this program, a well-known interior decorator, Mr. Dean Calder, of the Town Studio, who told our listeners just how important wool is in the scheme of home decoration and also gave many hints on general decorating.

With Easter in the offing, our March 23 program was given over to spring fashions and a preview of the Easter Parade showing what an important place wool has in the fashion picture, was brought to our audience. Color in wool was stressed and practicability. A favorite lamb recipe was also given.

A most interesting broadcast was given on April 6 when we had as our guest speaker, Miss Emily Conklin, of the staff of the National Livestock and Meat Board, who was in Salt Lake City conducting a cooking school under the sponsorship of the Tribune-Telegram. Miss Conklin graciously consented to appear on our program and gave ten

minutes of most worth-while information on lamb—its history, its advantages, and ways of cooking.

An added opportunity to talk "Wool" was given us when the Auerbach Company of Salt Lake devoted one of their daily radio broadcasts to the woolen industry. Auerbach's fashion stylist gave a talk on the characteristics and properties of wool which make it a year-round fabric and Mrs. Emory Smith of the Salt Lake Wool Growers' Auxiliary gave a five-minute talk covering the background of the woolen industry entitled "The Romance of Wool."

Miss Josephine Smith  
Secretary

## "The Romance of Wool"

Radio talk given by Mrs. Emory C. Smith over KSL, March 29.

THANK you, Mr. Announcer. There is one side of the wool story which it is my privilege to bring you this morning.

Wool, that prosaic and commonplace fiber, has a story as romantic and adventurous as any novel. The history of this fiber is simply teeming with action—the romance of a race struggling to discover means of clothing itself, the keen competition of nations seeking supremacy in the art of spinning and weaving, the human emotions of the thousands of workers who produce and make this fiber into useful and beautiful fabrics that madame might be clothed in a manner fit for a queen.

It is not known just when wool was first used as clothing but it is certain that sheep have been valuable to man for many thousands of years. When primitive man first felt the need of clothing, or covering, he used the first materials at hand—grasses, leaves, and the pelts of animals. These he did not abandon until long after he had discovered that the wool might be plucked from sheep, twisted into threads, and woven into fabrics. The first woven materials were undoubtedly made of sheep's wool.

About 200 B. C. the Romans bred sheep well known for their fine, long staple wool, but their color was either black or dark brown and it wasn't until a Spanish farmer experimented in the crossing of these sheep with the African ram that the snowy-white sheep we have today was produced. This snowy-white animal, known as the Spanish merino, was bred all through the middle ages and was imported into France by Louis XIV.

From France the merino was taken into Germany, where crossed with native animals, it produced the Saxon sheep, whose wool is used in the manufacture of broadcloth.

Sheep were known in Britain before the Roman invasion and as the Romans had superior knowledge of spinning and weaving, their contributions lifted British craftsmanship into the realm of art. Wool was considered such an important commodity that during the reign of Edward III its exportation was declared a capital crime.

Sheep were brought by the colonists to Jamestown in 1609. The colonial governments did everything possible to encourage the woolen industry, even forbidding by law in 1654 the importation of wool from England, much as

their Mother Country had done before them. President Washington imported the best breeds of sheep, and arranged to bring to this country the most experienced spinners and weavers from abroad. When the pioneers pressed westward with the opening of the Erie Canal, great areas marvelously suited to sheep raising were opened up, and mass production methods were introduced into American wool growing.

The influence of the wool growing industry on the State of Utah can readily be felt when we realize that less than 4 per cent of the total acreage of the state is croppable. Were it not for the growing of livestock the other 96 per cent would be wasteland.

The sheep population of Utah is 2,521,000, grazing an area of over 52 million acres, or as much territory as the states of Delaware, New York, Connecticut, Rhode Island, New Hampshire, Massachusetts, and Vermont, combined. Directly connected with the operation of these sheep are about 25,000 persons, deriving all or part of their living from wool growing.

This Spring, when other agricultural income is at a standstill, twenty million pounds of wool will be shorn in Utah, bringing in approximately three and three-quarters million dollars gross return. This wool is sufficient to clothe four million Americans, and were this not enough, these sheep could furnish lamb products for twelve times the population of this state. Salt Lake City is also the hub of the wool market, more wool concerns being represented here than at any other western point.

Comprising 28 per cent of the agricultural income of Utah, utilizing a large portion of the state's otherwise useless land, furnishing a livelihood for thousands of industrious citizens, and with a total investment of around 22 millions, the wool growing industry commands the respect and admiration of all.

From those prehistoric days of the Lake Dwellers of old Switzerland, down to the present era of modern-day living conditions, wool, above all fibers known and used by man, has proven its worth and with the passing of the centuries, its importance as a textile fiber constantly deepens and widens.

# The Lamb Markets

## California Lambs

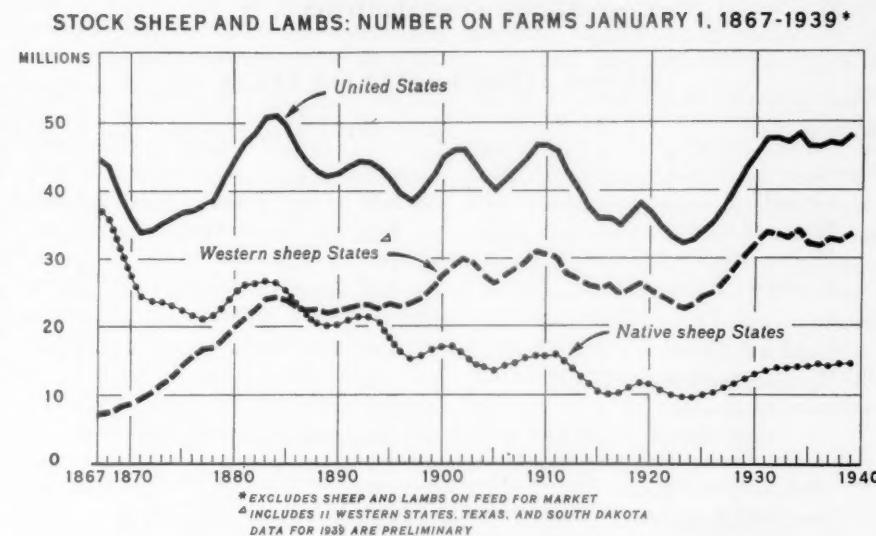
THERE will be a severe cut in early shipments of early California lambs to eastern markets this year as a result of drought conditions. While conditions during the early lambing season in November and December were favorable, and the number of lambs dropped probably was at least as large as a year earlier, the proportion of fat lambs in the early crop will be greatly reduced, and many of the shipments will need to be moved early on account of the feed situation.

At the middle of March, Secretary W. P. Wing of the California Wool Growers Association called the attention of eastern packers, feeders, and others to the need for early movement of the crop. Advance contracting had been quite light, but was then increased materially.

For fat lambs, early April contracts were up to \$8.75 and \$9 in some cases. Many lots carrying a considerable proportion of feeders sold at \$8, and straight lots of feeders were mainly moving at \$7.50. Many of the feeder lambs are being shipped to midwestern states, and after shearing will be finished for later markets. A part of the thin lambs will be fattened in California on ladino clover and will be available for the home markets in summer months in which the state usually draws supplies from Arizona and intermountain states.

The spring shipments from California in the last nine years have averaged 477,600 head. Last year 473,000 head went eastward. The average number usually moved in March has been around 6,000 head, but on account of present feed conditions, 48,000 head had passed through Salt Lake and Ogden yards by April 1.

Early in April, rains fell from Bakersfield north to Red Bluff and relieved matters considerably. Some owners decided to exercise their option to delay delivery until April 20 in order to put on more weight with the improved feed.



Stock sheep in the United States, according to estimates of the Bureau of Agricultural Economics, totaled 48,062,000 on January 1, 1939. Of this number, 32,432,000 were in the twelve western range states and 15,630,000 in the native sheep states. (National Wool Grower, March, 1939, p. 6.)

## Early Spring Lamb Crop

THE early spring lamb crop this year is expected to be slightly smaller than the large early crop of 1938, but the number of early lambs available for slaughter before July 1 this year will be materially smaller because of the poor condition of lambs in California and Texas. In these two states a large proportion of the early lambs will not reach slaughter weights and condition before July, because of the unfavorable feed situation. It is also expected that marketings of grass fat yearlings from Texas will be much smaller this spring than last.

The number of early lambs in Arizona is about the same this year as last. Unusually cold weather held back the growth of pastures in February and checked somewhat the development of lambs. With normal weather, lambs are expected to improve rapidly, since prospects for spring feed are favorable.

Lack of moisture during the fall and early winter, and cold weather in February in most of the important sheep areas of Texas delayed the growth of green feed in that state. Ewes and

other sheep did not winter well, and there was a heavy loss of early lambs. Early lambs generally have developed poorly, and even under improved feed conditions, many will not develop into slaughter lambs.

Conditions have been much more favorable in the other early lamb producing states than in California and Texas. In the southeastern states, winter weather was generally mild and feed supplies were abundant and low-priced. Ewes and lambs are in good condition and prospects for spring pastures are favorable. Marketings of lambs before July 1 from these states probably will be about the same as last year. In Missouri, the principal early lambing state of the corn belt, ewes and early lambs are in good condition and the number of early lambs will be a little larger this year than last.

Feed and weather conditions in Idaho, Oregon and Washington have been rather favorable this year. The number of early lambs probably is not greatly different from that of last year and ewes and lambs are in good condition.

## Comparative Prices Live and Dressed Sheep and Lambs

### CHICAGO AVERAGE LIVE LAMB PRICES

Week Ended:	Apr. 1, 1939	Mar. 25, 1939	Apr. 2, 1938
<b>Lambs:</b>			
Choice <sup>1</sup>			
	\$ 9.77	\$ 9.62	\$ 8.58
Good and Choice	9.43	9.31	7.90
Medium and Good	8.60	8.48	6.96
Common	7.39	7.29	6.04
<b>Ewes:</b>			
Good and Choice	5.37	5.22	4.64
Common and Medium	3.98	3.79	3.30

### NEW YORK AVERAGE WESTERN DRESSED LAMB PRICES

Choice—38 lbs. down	\$19.50	\$18.70	\$19.50
Good—38 lbs. down	18.50	18.05	18.70
Medium—All weights	17.20	16.85	16.70
Common—All weights	15.75	15.55	15.10

<sup>1</sup>Closely Sorted

### Chicago

**A** SOMEWHAT erratic but reasonably prosperous late winter lamb market is pregnant with promise. Late in March, \$10 prediction on old cropers was made good, pioneer spring lambs scoring at \$11 per hundred.

After running in a narrow groove all winter the market executed a series of flops during the last half of March and went into April in highly nervous condition, with processors protesting and the dressed market balking. By this time the bulk of winter fed lambs have gone to the cooler and, unless all signs are awry, a supply gap impends, consequent on physical conditions unfavorable to the new crop in California and for conditioning yearlings in Texas. Late April and May may find killers scratching for replacement material.

April is the initial month of the sheepman's annual calendar, marking disappearance of the crop of lambs dropped the previous year and the advent of the current season's production. What that production will be is

outside the sphere of prophecy, if not speculation, at least until June. Congestion will be impossible. April will clean up the contents of the Colorado and Nebraska feed lots; east of the Missouri River killers could not get a sufficient number of lambs to fill a one-seated buggy, and the Middle South will not report until June. When nature set the California lamb crop back, incidentally handicapping conditioning Texas yearlings, processors were put on a luminous spot, insuring difficult picking over a period of six weeks to two months, or mid-April to mid-June. Meanwhile anything may happen. Nothing definite is known except that the low spot was uncovered early in the season, while the inevitable high spot will develop this side of June as a "new book" will be made when early Washington lambs come in competition with the run from Tennessee and Kentucky.

March trade was somewhat spectacular. By exercising ingenuity, plus such strategy as they specialize in, processors prevented the market from get-

ting away until late in the month, when it went into a series of tantrums, culminating in a \$9.75 to \$10 trade early in the last week of the month when \$10.10 was paid; subsequently these prices shaded 25 to 50 cents per hundred, the top dropping to \$9.60, with \$9.50 the popular price for weights not exceeding 100 pounds. Shorn lambs were penalized \$1.25 to \$1.50 per hundred, yearlings practically disappearing, although quotable at \$7.75 to \$8.25. Early in March \$9 to \$9.25 took the bulk of fed lambs. Taking the month all through \$9@9.75 bought the bulk, a percentage of big lambs, 100 to 110 pounds realizing \$8.75 to \$9.25 as, during the hard picking period, the tail went with the hide, buyers conveniently overlooking weight in efforts to fill orders.

Much ado was made concerning excess weight, but when the returns were tallied, feeders with big weights fared best as discounts were less than expected and gains were made at low cost. Lambs in excess of 100 pounds frequently netted more money than light and handyweights. Incidentally the weight basis has changed; meaning an upturn of 10 pounds per head before popularity wanes. Everything up to 100 pounds now classes "light and handyweight." Even at 102 to 105 pounds, protest is mild. A period has been entered when insistence on old-time weight popularity would keep coolers empty. As a mutton man said: "We have met the emergency by using the knife more skillfully. Chain stores take legs; hotels, ribs and loins; shoulders can be worked into cheap trade, the canaille buying the residue of the carcass, but the big lamb keeps us busy clearing our racks, as selling the entire package is impossible. Ninety per cent of the carcasses of lambs weighing in excess of 100 pounds alive must be broken up to suit the customer."

The low spot in March was the second week when \$9.10 was the limit and \$9 the practical top. Followed an upturn of \$1 per hundred with a subsequent month-end break of 50 cents per hundred. These fluctuations are variously explained, a potent influence being killers' tactics in bucking the mar-

ket on advances, frequently going short of requirements until an emergency developed. On several occasions a single killer, in this predicament, was responsible for a 25 to 40-cent upturn on single sessions. Shippers were also responsible by loading on bulges, then holding back on breaks. When \$1.50 per hundred was added to wholesale dressed prices late in March, something cracked at the Atlantic seaboard, where wholesale quotations were exactly the same as at Chicago, \$16.50 to \$19 for the bulk and picked carcasses at \$20, the usual differential of 75 cents per hundred for freight and incidentals being ignored. Scant precedent for this exists, demonstrating that the eastern market backed up. Pork prices broke at that juncture, a slump in beef developed, and veal, previously a luxury, became available at reasonable prices. All these contending forces operate to regulate consumer cost. Mutton, of which a modicum can always be used, became scarce. Dressed carcass cost advanced \$1 per hundred and fat ewes realized \$5.50 to \$6 per hundred.

The upturn was, in a measure, the sequence of supply concentration in Colorado and Nebraska, receipts from other sources drying up. Feed barns adjacent to the markets were tenantless; shearing machinery idle as there was no incentive to remove wool. Buyers' pelt credits at \$2 per hundred, live weight, compared with \$1.65 a year ago, packers bidding for wool, and as feeders were unable to replace during the winter they had few lambs to shear. An average discount of \$1.50 per hundred on shorn lambs also repressed shearing.

Disappearance of the crop of Texas yearlings that went into feed lots last fall was another bullish influence. This product goes into what is vernacularly known as "cheap" trade where it sells in the guise of lamb without arousing suspicion or protest. At \$7.25 to \$8 per hundred, yearlings were profitable to feeders and filled a place in distribution. When they disappeared, heavy lambs had a broader outlet.

Early spring lambs from Arizona, California and Tennessee received a warm reception late in March. At Kansas City, Arizonas opened on a \$10.50 to \$10.75 basis; at Denver

\$10.50 to \$10.75 was paid for Californias. A consignment of Californias, 72 pounds at \$10.75, was not top quality. Packers paid \$12.50 for picked Tennessee springers, but the aggregate number was limited. With the California output limited and only about 140,000 Arizonas in sight, few spring lambs will be available until June when the Tennessee season opens.

The winter crop of lambs has been decidedly profitable to feeders, discrediting all prophecy when it was put in. Corn was cheap, 40 cents per bushel or less; hay and other roughage had no cash value, enabling feeders to put on gains at 5 to 5½ cents per pound, which left a margin on the board bill, and where initial cost was conservative, results were substantial. One Montana

outfit fitted 10,000 lambs near Chicago that showed a profit of \$2 per head in striking contrast with losses during the corresponding period of 1938. An in-and-out element, farmer feeders, cashed large quantities of grain and roughage by this route at prices that showed 80 to 100 per cent profit on the feed consumed. Had replacement been possible during the winter, feeding would have been on a vastly expanded scale, but nearly every lamb that came out of a feed lot was eligible to the meat rail. A majority of them, in fact, carried more weight and finish than killers cared to handle, sheer necessity forced them to do so. Michigan was in the market for 50,000 lambs all winter; the few she captured show substantial profit.

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Rooms without bath.....\$2.00 per day  
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Sheep capacity 30,000 head—  
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Large roomy pens, running artesian water and choice alfalfa hay.

Competent day and night crews here to serve you.

EAST or WEST for best of service, BILL TO FEED AT  
NORTH SALT LAKE

## SALT LAKE UNION STOCK YARDS

North Salt Lake

A movement of California lambs to feed lots is in progress. Drought prevented them from getting fat, whereupon feeders scented an opportunity. They have been scattered over a large area and figure in the future supply, to what extent is conjectural as weights are light and they are an uncertain development proposition, especially when put on feed weighing less than 70 pounds. The practice is to use strong feed with Californias; how they will respond at weights below 60 pounds is an element of uncertainty.

Not only California but Texas is short. Last year California contributed heavily to spring lamb supply, Texas sending a continuous procession of fat shorn yearlings during April and May. Texas has had dry weather, especially in the sheep country, and May delivery after shearing promises to be light although traders are gambling on the possibility of getting them into condition. The situation in both supply sources, prolific last year, insures relative, if not actual, scarcity for at least a six-week period, or between the time Colorado and Nebraska clean up, now practically accomplished, and the Tennessee-Kentucky movement, which will be heavy when it gets into full swing, acquires volume. Along in June a new book will be made, prices depending on the northwestern contribution.

Prospects for the immediate future are a clean-up of closely whittled feedlot contents, mainly in Colorado and Nebraska; a short supply of new cropers from California, Missouri, Tennessee and Kentucky until the main movement gets under way late in May and June; substantially reduced supply, compared with the heavy run of 1938, of shorn Texas yearlings, which will be available as feeders later; a gradually expanding supply of northwestern and native lambs as the season works along.

Prospective demand for feeding lambs, evidenced by present call for light Californias, will be broad, insistent and probably a stout prop under the price list. A profitable season, continued feed plenitude, coupled with the fact that those who balked last year at prices nursed regret later, insures a broad outlet. Physical conditions are favorable for abundance of summer feed; hay and other roughage are of little value and feed grains are low. Corn acreage will be reduced as the sign-up on the government plan is a record, but this does not insure curtailed yields as farmers in the belt are steadily demonstrating ability to increase the crop on less acreage. Outside the area where the government plan is operative, acreage and probably yields will be increased. Corn acreage has been cut about 10 million

units, that planted to other feed crops has been increased by 7 million units, while aggregate yields of all crops utilized for meat production have been substantially increased.

Instead of enhancing the price, the high government loan has had the reverse influence. Drought may intervene, otherwise repetition of the 1938 corn crop will merely aggravate a situation already threatening duplication of the cotton debacle, as the government will own a larger volume and continuance of the generous loan policy not to speak of parity price payments is already a problem Congress is wrestling with, the processing tax device having been scrapped. Low feed, or gain cost means increased demand for livestock to consume what would otherwise be waste. Following a profitable feeding season feeders always have the bit in their mouths.

Spear grass is inflicting serious loss on killers, especially in the case of lambs grown in northern latitudes, North Dakota, Montana and Idaho. Suspicion of infection means penalties of \$1 to \$2 per hundred. During the past three months condemnation on this account has involved heavy loss, infected carcasses being practically worthless for food. The nuisance is a wet, abundant hay season sequence, the spears piercing the pelt and working into the flesh.

## IS WOOL GOING UP?

If you think so, ship it to us under the Government Loan plan. We were the largest independent handlers of the 1938 clip. Our consigned wools were practically all sold and accounted for before February, when the market started to decline.

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Argentina, impatient at delay over Senatorial confirmation of Secretary Hull's "convention" removing the barrier against fresh meats from that country has been running a series of bluffs, in the nature of threats to restrict imports of manufactured goods by that country from the United States. Eastern publications have been loaded with propaganda on the subject, but Washington has made no audible response. A request for a permit to serve Argentine meats on the New York fair grounds was officially turned down as it was obviously illegal and outside the sphere of executive action. Consensus of opinion in political circles is that not even a remote possibility of an invasion of this market by Argentine products exists.

J. E. Poole

### St. Joseph

RECEIPTS for March were 102,803 compared with 86,892 last month and 115,465 in March a year ago. Of the month's total, 33,441 came from Colorado, feed lots, 26,709 from Nebraska, 7,113 from Texas and New Mexico, 1,107 from Wyoming, 2,195 from Utah and Idaho, and 2,450 from Arizona.

While the lamb market was uneven during the month, closing prices are 50 to 65 cents higher. The top on fed lambs ranged from \$8.60 to \$9.75, with \$9.50 the closing figure on handy-weights, and heavier and less desirable kinds \$8.75 to \$9.40. Fresh clipped lambs sold on the close at \$8.00, with fall shorn at \$8.50.

Small lots of native springers were received the last two weeks, and these sold \$10.50 to \$11, with several loads of Arizonas the last week at \$10.50 to \$10.60.

Aged sheep were comparatively scarce and values are about \$1 higher for the month. On the close odd lots of ewes sold \$5.25 to \$5.75, with choice kinds quoted up to \$6. Clipped yearlings reached \$8, two-year-olds \$7, and old wethers \$6.

H. H. Madden

### Kansas City

MARCH started winter fed lambs on their last lap of the season and brought new crop lambs into the

supply situation. Both gave a very creditable price performance. Winter fed lambs scored a net advance of 40 cents and new crop lambs sold at 25 cents higher on the close than the first offerings brought at mid-month. In the average fed lambs were the highest of the season and new crop lambs sold fully \$1 higher than in March, 1938.

Prices for fed lambs moved within a \$1 range. The low point of \$8.60 was established on the 10th and the 24th. On the close choice lambs were quotable up to \$9.40 compared with \$9 for the February close. March started with the top \$8.75 and uncovered an \$8.95 top before the week end. The following week there was a slight recession followed by an upswing that culminated in the high points on the 24th. The \$9 price was in evidence after the middle of the month.

The main feature in the lamb trade was weight. Most of the run was above a 90-pound average and a large part of them above 95 pounds, with extremes 110 to 112 pounds. In relation to total numbers marketed, the tonnage that went over the scales was the largest on record. While extreme heavies met some price discrimination, strong weights were favorably considered. It has not been many years since 90-pound weights were considered the limit by buyers. This has been raised by ten pounds and now consumer demand seems to be following production trend for weight. Feed conditions have been favorable for making heavy lambs this year and doubtless in average years weight-making is a favorable factor for the feeder. The peculiar situation is that the weight trend in lambs for several years has been upward and the weight trend in cattle and hogs has been downward. A much larger type lamb is being produced now than a quarter of a century ago, consequently finished carcass weights are naturally heavier when desirable degrees of finish are attained. Packers have contributed considerably to the success of strong weight lambs by aggressive selling methods.

Warm weather the middle of the month sent a considerable number of heavy weight lambs to shearing pens and for the past two weeks they have been showing up at markets as shorn

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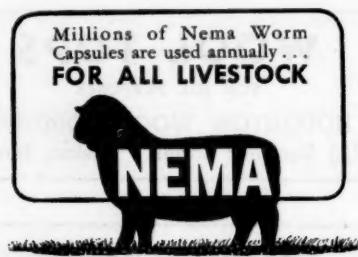
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lambs in an \$8 to \$8.50 price range. From now on fresh shorn lambs will be offered more freely.

March cleared Kansas, Oklahoma and Texas of wheat-field lambs, and saw final shipments of dry lot lambs from Missouri and Kansas. The remaining supply, which is short of a year ago, is in western Nebraska and the two main feeding sections of Colorado. The last of these probably will not be cleared before the first week in May, but they will have to be spread out rather thinly if they last that long. In general winter lamb feeders have made a moderate profit this year, which is in sharp contrast with the losses they sustained last year.

Fat sheep prices advanced nearly \$1 in March. Ewes sold up to \$5.65, the highest price in two years, and more fat ewes brought above \$5 than in any similar period since 1936. Very few yearlings arrived. They ranged in price from \$7 to \$8. Practically all were shorn classes. Mature mutton classes will be in less than normal supply during April, May and June. Because of dry weather, Texas production of grass fat sheep will be the smallest in a number of years. Such offerings usually reach market during April to June.

The first new crop lambs this year showed up at the market on March 14. They came from Kansas, averaged 77 pounds and brought \$10.50. On the 21st and 27th, native springers brought \$10.60 and in following days they brought \$10.50 to \$11. The first Texas springers showed up the middle of the month at \$10 and later there were various consignments that brought \$10 to \$10.50. The first Arizona lambs, about 30 doubles came the last week of the month. They brought \$10.50 to \$10.75. Weights ranged from 80 to 94 pounds.

Reports indicate that while there was nearly a normal early lamb crop the per cent that will be available as fat lambs, before June, will be unusually small. The largest deficiency in fat offerings will be in California areas.

March receipts were 123,724, compared with 108,813 in the same month of 1938, an increase of 14,911. In the three months arrivals were 368,051, an

increase of 44,038 over the same period last year.

C. M. Pipkin

### Denver

MARCH lamb receipts at Denver totalled 169,864 head, as compared to 193,935 for the same month last year. The states of Arizona, California, Idaho, Kansas, Nebraska, New Mexico, Oregon, Texas, Utah and Wyoming all showed increases ranging from a few hundred to 11,000 head, but only 114,000 were received from Colorado, a decrease of 66,000 head.

Closing March lamb prices at Denver were 70 cents per hundred higher than at the outset of the month, with a dollar spread between the low and high spots of the month. Prices for fed lambs on a freight-paid basis from March 1 to 13 ranged between \$8.60 and \$8.90, with the high of \$8.90 reached on the 4th, 6th and 8th. After the 14th prices began skyrocketing from \$8.75 FPR for best feed-lot lambs up to \$9.35 on the 17th and 18th, a rise of 60 cents per hundred. On Monday of the following week values dropped back somewhat and again started upward to the extreme high of the month of \$9.50 FPR reached on March 23 and 28. The high on a flat basis also reached \$9.50 on March 27. During the remainder of the month, prices fell back to \$9.35.

The first spring lambs of the season were received at Denver on Monday, March 27. These included several carloads from Arizona and California. Three cars of 80 to 86-pound Arizonas sold an \$11 flat basis, or \$1 per hundred higher than the first springers of 1938. A few loads of medium to just good Californias weighing from 67 to 71 pounds cleared at \$9.50 and \$10.25. Several other loads of Arizonas and Californias, averaging 68 to 90 pounds, sold during the balance of the month in a price range of \$10.25 to \$10.50, with \$10.60 being paid for one deck of 88-pound Arizona blackfaces.

A few cars of Colorado, Nebraska, and Kansas fed ewes sold largely at \$4.50 to \$4.75 early in March and up to \$5.25 flat late in the month. A car

of Idaho clipped ewes sold on March 30 at \$4.65 flat.

Fifty thousand fat lambs were purchased for shipment to the Atlantic Coast, or 41 per cent of all fat lambs sold, and 35,000 were slaughtered locally. For the first three months this year, 85,000 lambs were bought for shipment to the East Coast, and 95,000 were killed locally.

R. C. Albright

## Omaha

THE sheep and lamb market surprised nearly everyone in the trade last month by finally breaking away from its \$9 winter level here and soaring to the highest prices in a good many months. Fed lamb prices averaged right around \$1 above the corresponding time a year ago and the first of the new crop lambs also sold \$1 or more above 1938 figures.

Backwardness of the new crop lambs, particularly from the West Coast, in reaching the markets appeared to be one reason for the price hike. This, coupled with the fact that there do not appear to be any too many old crop fed lambs available, has apparently put the market into a bullish position in the face of seasonable sluggishness in the wool market, the strong weights carried by some of the lambs and the lack of any aggressiveness in the eastern dressed trade.

Any ground for encouragement that holders of fed lambs have found in the fact that western Nebraska and Colorado feeding districts were carrying fewer lambs than at the corresponding time of 1938 appears to have disappeared this week. Latest reports show a few thousand more lambs left now in the western feeding districts than were available at the same time last year.

Belated rains are reported to have improved California feed conditions, and while the lambs from the West Coast will still come later than usual, more of them may be in killer flesh than was at first expected. This would add to the probable May killer lamb supply. Larger supplies of native-raised spring lambs also are in the offing for late spring and summer. Adding it all up, the total looks like a

possibility that by or soon after the end of the fed lamb season next month, prices may be due for some downward readjustment.

First California spring lambs showed up here this year earlier than in 1938, the initial shipment arriving April 27. These lambs sold for slaughter, as have most of the subsequent arrivals from the Far West, and prices have been running a good dollar above 1938 opening levels. Most sales up to this writing have ranged between \$10.25 and \$10.75. Scattered bunches of native spring lambs sold in the pre-Easter trade on up to \$11.50, but of course that is no criterion of what they will do now that the Easter season is ended.

Next development due would appear to be the annual spring break in ewe prices, which usually occurs shortly after the first of May. Ewes advanced sharply during March and the first few days of April, and are ripe for a setback whenever supplies pick up. Usually the impetus for this break comes from the movement of ewes from the Southwest.

Bets are even here at the present time as to whether any fed lambs will bring \$10 at the Missouri River markets this season. True, the run has six or seven weeks left to go, and so far supplies have been marketed in a very orderly fashion. But buyers are not paying prevailing figures any too willingly, and it appears fully as likely that the market will get a setback as that it will show any further improvement. Wool, meanwhile, offers no particular encouragement. The recent lull in the trade has been seasonal, and little can be told about the future until more new-crop wool starts moving.

Byron Demorest

### APRIL'S HERE AGAIN

It's April once again and another spring is here again, The grass is growing green again; birds are coming back again. It's calving time; it's lambing time; it's shearing time. We'll soon be on the range again, the open range, the mountain range, The sagebrush, greasewood, bunchgrass range. April with drifting clouds that shower down and then the sun pops out again. Calves and lambs and colts at play, cattle yearning for the range, The desert and the foothill range, the aspen grove, the old sheep trail Through scrub oak, cedar, pinon pine. A dog to trail, a hoss to ride

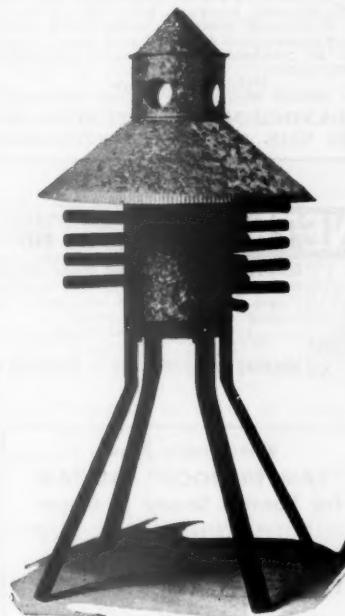
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—Peter Spraynozzle

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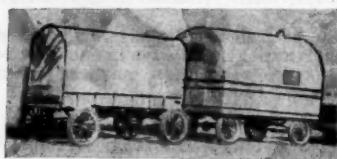
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AT THE Smithfield Club Show (England) in the five classes of the carcass competition in which they were eligible to compete, Southdowns or their crosses provided 64 of the 99 entries and gained the following awards: champion carcass; reserve champion carcass; four firsts, three seconds, three thirds, two fourths and ten other cards.

The champion carcass was a purebred Southdown lamb and the reserve was a Southdown-Suffolk x Southdown-Suffolk-Cheviot lamb.

This is the sixteenth time since 1910 that a purebred Southdown has been awarded the championship at Smithfield and during the same period Southdown crosses have secured this honor on four occasions.

## Midwest Junior Lamb Show Chicago, June 20-21

THE Union Stock Yard and Transit Company of Chicago is sponsoring a two-day lamb show and educational program for farm boys and girls of the Midwest, to be held at the stock yards on June 20 and 21 and known as the first Chicago Junior Market Lamb Show. Details on eligibility, prizes, etc., have been announced as follows:

Any farm boy or girl who is a member of a 4-H Club or a Future Farmers of America chapter will be eligible to participate.

A total of 59 cash prizes will be awarded in the lamb show which will be held in the International Amphitheatre. Competition will include classes for single lambs and for pens of three, five, and ten or more lambs.

The show will be headed by B. A. Tomlin, assistant state supervisor of vocational agricultural education, Springfield, Illinois, and by E. I. Pilchard, Urbana, State 4-H Club leader for Illinois.

According to the sponsors, the show is designed to encourage farm youths in the production of desirable market lambs and to familiarize them with all phases of marketing procedure. The educational features will include sheep shearing exhibitions and tours and demonstrations that will cover

both the Chicago live stock market and Packingtown.

Exhibitors must be members of an approved 4-H Club or Future Farmers of America chapter in the Chicago market trade territory, and the lambs shown must be part of a home project supervised by the vocational school instructor or by the local farm advisor or 4-H leader.

Premium lists and full details on the show may be obtained from the Union Stock Yard and Transit Company.

## Meat at the Fairs

EAT is assured it proper recognition at the two world's fairs this year through excellent displays set up by the National Live Stock and Meat Board.

In Agricultural Hall at the Golden Gate International Exposition, the exhibit is already placed. Topped with a mural descriptive of the livestock industry, the display features the value of meat in maintaining good health, in reducing and weight-gaining diets, with replicas of proper breakfasts, luncheons and dinners for such purposes, and also puts over in an attractive manner proper cooking methods, especially the use of low temperatures to prevent shrinkage.

A similarly interesting exhibit is under preparation for the New York World's Fair.

## Famous Chef Associated With Wilson and Company

GEORGE RECTOR, internationally famous chef and restaurateur, has joined the staff of Wilson and Company as Director of Home Economics, cooperating with Eleanor Lee Wright. In this capacity, Mr. Rector will conduct an extensive program of consumer education on the many improved methods of using meat and dairy products.

Since disposing of the famous restaurant that bore the family name, Mr. Rector has done a great deal of writing about the culinary art and has conducted cooking schools over the country. His first undertaking with Wilson and Company will be the writing of a weekly column on meat products, with recipes, for distribution by dealers to their customers.

## 1938 Record of Idaho Lamb Pools

A TOTAL of 113,588 Idaho farm lambs went to market in 1938, largely under the management of county pools. Thirteen of these pools have been cooperating with the Extension Division of the University of Idaho and the Department of Agriculture in the keeping of marketing records of their shipments. This year such records were kept on 33,180 lambs, less 77 head lost in shipment, or 136 cars distributed as follows: 59 to Denver; 30 to Omaha; 24 to Sioux City; 17½ to St. Joseph; 3½ to Ogden, and two to Chicago.

Of the 33,103 lambs arriving at the markets, 71.65 per cent were sold as fat lambs, 21.59 per cent as feeders, and 6.76 per cent as culls. The average home weight of the total shipment was 83.65 pounds and the market weight, 80.26 pounds. The lambs made an average market price of \$8.06 per hundred, and after deductions for shipping expense, shrinkage and payments for lambs lost in transit, the average home value on the basis of the receiving weights was figured as \$6.64 per hundred. Weighed with a 4 per cent shrink, the lambs had a value of \$5.60 per head.

The same group of cooperating pools also made home sales of 5,088 head of lambs, of which 4,342 were fat lambs and 746 feeders. Six cars of the fat lambs, averaging 86.95 pounds in weight, were sold in May at an average price of \$7.48, while the 3,481 remaining fat lambs made an average

price of \$7.31 when sold in June at an average weight of 84.9 pounds.

The numbers, weights and prices of the entire 113,588 farm lambs shipped from Idaho during the summer by co-operating and non-cooperating pools and independent buyers are shown in table form.

An interesting comparison of the market returns on Idaho farm lambs and Idaho range lambs during the summer of 1938 is also included in the report issued by E. F. Rinehart, extension animal husbandman of the University of Idaho. It follows:

	Farm Lambs	Range Lambs
Number of lambs	113,588	861,212
Av. market weight, lbs.	78.94	83.92
Av. market price, cwt.	\$8.04	\$8.20
Percentage fat lambs	72.06	84.75
Percentage feeder lambs	24.67	13.66
Percentage cull lambs	3.27	1.59
Av. weight, fat lambs	80.97	86.15
Av. price, fat lambs, cwt.	\$8.30	\$8.34
Av. weight, feeder lambs	71.27	70.64
Av. price, feeder lambs, cwt.	\$7.22	\$7.30
Av. weight, cull lambs	72.83	78.34
Av. price, cull lambs, cwt.	\$7.03	\$7.18

Commenting on this comparison, Mr. Rinehart states:

The results of 1938 show the farm lambs to have been sorted more closely on the market and to bring a lower price than the range lambs. Compared with former years, the sorting was more severe. This is due to three causes existing during the marketing season.

1. Weather and feed conditions were such that lambs generally were fat but were somewhat soft, not having the firm finish desired. There was plenty of feed on both farm and range. Range lambs were held back until they became sufficiently hard to ship, while the ranch lambs were not held back.

2. Formerly the early markets were much higher than late markets with the result that some lambs were shipped before they were ready. The range outfits were not anxious to ship to market early and generally held back for proper finish.

3. As a whole, the range lambs were more uniform, better bred and of more desirable market type than the ranch lambs.

Throughout the years the market returns show a fairly even number of range lambs, but a large increase in the number of farm lambs. During the year the range lambs were uniform in the different shipments. All lambs would be of the same general type

and breed, mostly out of purebred black-faced rams and white-faced ewes. In the pools there was a great variation in breed, some being tall, slim, rough lambs, others good type lambs with sufficient weight but lacking good fleshing, while some were of good type, breeding and finish. In filling out even carload lots it was also necessary to take large rough lambs lacking finish on the theory that they would be worse the second shipment than the first. In the majority of shipments there were also lambs that were prime a few weeks previous but were past the bloom stage and had become woody, spelling as seconds.

Some pools have made rapid strides in uniformity of breeding with the same lambing dates and same general system of creep feeding and management. In others, there seems to be no uniform system, some raising fine wools, some long wools, some white-faced crossbreds, and some black faces. Some are out of purebred herds and some out of grade rams. It is an impossible task to sort a market topping load of lambs out of a section which follows a dozen different lines of breeding and many different systems of care and feed. The Idaho range sheepmen have found the breeds best adapted to their ranches and ranges and follow a uniform system from year to year. Such a practice is now proving of so much advantage in some of the counties that it can be safely recommended to others.

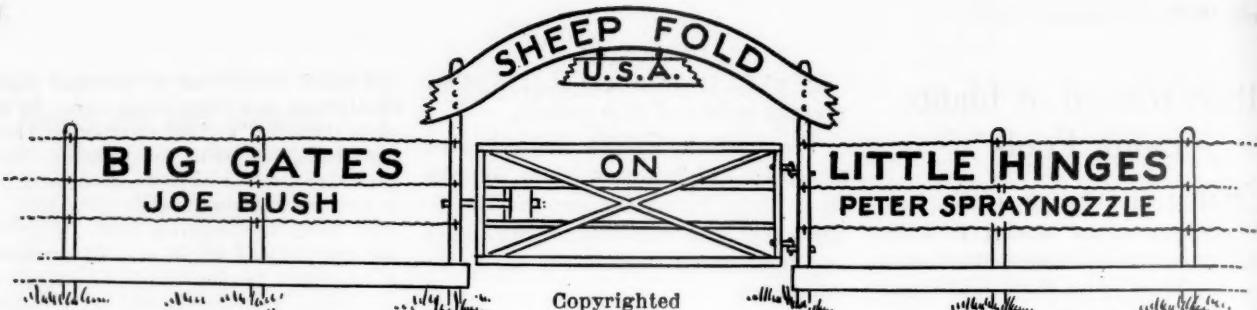
## Artificial Insemination In Sheep

ENCOURAGING progress has been made in the artificial insemination in sheep, according to the annual report of the Secretary of Agriculture.

Ram semen, the report states, was shipped by air and rail express from Dubois to Moscow, Idaho, a distance of about 700 miles. Three ewes were successfully impregnated and produced two single lambs and a set of twins. Some of the semen used in successfully effecting pregnancy was as much as 44 hours old. Ram semen was also sent by similar methods of transportation from Beltsville, Md., to Moscow, Idaho, a distance of approximately 2,600 miles. Five ewes were successfully impregnated and produced five lambs. Four of these pregnancies resulted from inseminations with semen less than 48 hours old, whereas in the fifth case it was 72 hours old. These results show the possibility of increasing the usefulness of rams that are especially meritorious.

### Numbers, Weights and Prices, Farm Lambs on Central Markets

	Number	Average Weight	Av. Market Price per Cwt.	Average Net Home Price per Cwt. Without Shrink
May	6,305	80.79	\$8.83	\$6.26
June	38,694	79.18	8.51	5.88
July	25,900	78.02	8.06	5.45
August	21,151	78.50	7.64	5.15
September	17,170	78.70	7.22	4.83
October	4,368	82.71	7.43	5.25
Total	113,588	78.94	\$8.04	\$5.49



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THE reading matter on this page is not written as an advertisement, but rather as an editorial comment on the steps that have or are being taken by one of the big business organizations of the country in an endeavor to follow the suggestions of the President of the United States, to interest itself in the affairs of government, to create work, relieve the W P A of its overload of unemployed people and at the same time win for itself much of the business of the nation it once had and lost because of its indifference to public opinion and a growing competitor.

We write here of the great American system of railroad transportation that long held to the idea that it was better to coerce than cooperate with the shipping and traveling public, better to depend on friendly public utilities commissions and state legislative assemblies than on the good will of the traveling-shipping public.

In one of the years following the World War Joe Bush and me had business that kept us in the East and Middle West for the major part of a year, a year when our home was a railroad coach, our bedroom a Pullman berth, when we had our meals in a dining car or station-stop lunch room. Joe and me found the railroads of the twenties but little improved over what we found when we took our first long train ride from Buffalo, New York, to Seattle, Washington.

During the World War, the movement of troops and freight was of such volume that railroads were not concerned with a little truck pounding over a dirt road or the few passengers that rode the bus lines hither and yon.

Following the World War came the building of the national highway system. Improvements in freight truck units and bus transportation for the traveling public were made and when the depression of the early thirties hit the nation, the railroads sensed that much of their passenger, express and freight business had gone to a husky young and fast growing competitor.

So the railroads took a look at themselves, got rid of their stock-broker, banker, lawyer management; put their affairs in the hands of practical, courageous railroad men of vision, experience and ability; improved the road beds, spent millions, many millions for passenger cars and motive power, air-conditioned coaches, and to catch the eye of the public, streamlined their trains, reduced the running time between the cities of the Atlantic and Pacific coasts and the Canadian and Mexican borders without endangering the lives or comfort of their passengers.

Important L.C.L. shipments are carried at freight rates on mail trains running on passenger time. Orders have been placed running into billions of dollars for new, faster and

more powerful locomotives. Many new devices in the dispatching and movement of trains, passenger and freight, have been installed.

In short, everything that railroads can do to get the business of the shipping-traveling public, to win the approval of the American people as it pleads its case before the bar of public opinion is being done, and as the railroads work to rebuild themselves as a very important factor in the movement of freight and passengers, they are also helping the government to find employment for unemployed American men, women and capital, and that is good business for the government, the unemployed and the railroads. It is well to remember that the prosperity of tomorrow is seen through the windshield looking ahead, not through the rear vision mirror looking back.

So in this spring of 1939, with a world's fair in New York and another in San Francisco beckoning the public, rail travelers will find a new railroad system. The old leather or red plush-covered seat in the old day coach has been touched by the wand of progress that has brought forth the mohair chair-car passenger coach, coupled to an engine of speed and power that will start and stop a fifteen or twenty-car passenger train as easy as a bird takes its flight or comes to rest on the branch of a tree.

Sleeping-car and dining-car service has been improved and reduced in price. Sleeping on a shelf, gulping a meal at a lunch stop restaurant is not a prospect that the railroad traveler of 1939 need face. That is an experience of the past never to return.

Looks like the American railroads in the hands of practical, experienced, courageous railroad men are visualizing the America of tomorrow and building to meet the demands that America at work will ask from those who manage and man the railroad transportation facilities of the nation.

Joe Bush and me hope that the railroad vision of the future is a true vision, the vision of a dawn that is near at hand when men and money will find steady employment and safe investments in the fields of industry; when that good old American sign "Men Wanted" will swing in the breeze, when an active market will send its buyers into the field of agriculture, when the call for unemployed labor will demobilize the W P A and the C C C camps, when a pay check every Saturday will ring the cash registers on the Main Street of your town and mine, when the impractical promise of "\$30 every Thursday" will be drowned out as a busy profitable employed America will sing "Happy Days Are Here Again."

Peter Spraynozzle

## Around the Range Country

(Continued from page 12)

### CALIFORNIA

Davis

(Yolo County)

The weather (March 23) is warm and dry compared to a normal of cool and wet and feed conditions are very bad in the Sacramento and San Joaquin valleys.

On account of the mild weather a greater number of lambs were saved this year than last and since more ewes were bred, the crop is a larger one.

From 20 to 23 cents is being paid for 12-months' Sacramento Valley medium wool and from 16 to 20 cents for the spring clip.

In some spots where vigilance has been relaxed, coyotes are more in evidence than they used to be.

Very little liquidation has occurred in this section. There has been no decrease in production costs during the past year.

J. F. Wilson

### NEVADA

The first two weeks were abnormally cold and stormy, being rather hard on some livestock; but the rest of the month was mild in comparison to normal, and brought but little precipitation. Vegetation as a rule has started abnormally early and as a result livestock have gone off feed rather generally, depending on new forage. Livestock are mostly in good shape, and lambing has progressed with few losses.

### UTAH

Abnormally cold weather prevailed the first week, and deep snow cover was general, with frequent snowstorms to add to the inclemency, but beginning the second week, much warmer weather prevailed, which carried away the snow rapidly. There were few additional storms, and the month has ended with a rather general deficiency of moisture, compared to normal. Soil

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moisture has been ample for the present, however, and the warmth promoted the emergence of spring grains, meadows and forage. Livestock are in good and thriving condition.

**Heber**

(Wasatch County)

February was extremely cold and windy, the worst in a long time, but feed has been good. Not many sheep have been on hay; most of the sheepmen use concentrates or corn on the range. However, the price of alfalfa hay is \$6 to \$7 a ton in the stack (March 20).

I do not believe the lambing bands are so large as in 1938; not as many ewes were bred as in the previous year.

While we have very little loss from other causes, the coyotes have taken a toll, and they are increasing all the time. We need more trappers and a good poisoning campaign.

Our expenses remain at about the same level, despite lower markets for our products. There have been a few cases of liquidation by creditors.

Joseph T. Murdock

**Oakley**

(Summit County)

It has been warm and mild during March, consequently the snow has gone off two or three weeks earlier than usual. The grass is just starting to get green (March 24) and the outlook for early feed is good.

Range herds are not lambing yet, but losses in shed lambing are higher than usual. The past two weeks have been more favorable for lambing, however.

Cost of production remained about the same during 1938 though the sheepman's receipts were lower.

Albert Pearson

**COLORADO**

Mild temperatures carried the snow from most lower areas early and the ground was bare most of the month, though with ample moisture in the soil due to occasional precipitation in most sections. Spring planting has become general in the eastern counties. Winter

wheat and range forage are greening at all lower levels, and conditions have been favorable for livestock. Feeding continued over western counties, and all livestock are in good or excellent condition.

**Walden**

(Jackson County)

In this area we winter feed until about the first of May; grass on the ranges does not start its growth until about that time. Weather conditions (March 22) are normal.

About the same number of ewes are bred to lamb as in the previous season, but lambing does not commence here until about the middle of May.

We are having more trouble with coyotes than formerly. Since fur prices have been low there has been less incentive for private trappers to work, hence the increase.

No sheep outfits have been liquidated here. Expense of production in 1938 was 15 per cent greater than in 1937.

Green &amp; Bailey

**Grand Junction**  
(Mesa County)

There has been a lot of snow here and spring is about two weeks later than a year ago; green grass has not started yet (March 28).

About 150,000 pounds of wool around Craig, Colorado, has been contracted at 21 cents for fine and half-blood wools, shrinking around 65 per cent. One clip, shrinking 60 per cent, went at Montrose at 22 cents.

With no bounty on them and few trappers at work, coyotes are increasing in this section.

I believe some of our expense items declined a little during 1938. No liquidation of sheep outfits has been reported.

George Gordon

**NEW MEXICO**

The early part of the month was cold and stormy, followed during the latter part of the month by appreciably warmer temperatures, with occasional showers of beneficial proportions. Ranges and early crops are mostly in

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thriving condition, except locally, including the southern counties where ranges previously were not so good. Livestock are reported in fairly good shape as a general rule.

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**Hope**  
(Eddy County)

Since March first the weather has been warm and there have been two fairly good rains. Now (March 25) the grass and weeds are coming along. Both sheep and cattle wintered well and the prospects for lambing, which starts April 10, are excellent. About the usual number of ewes for this section are bred to lamb this year.

Tom Runyon

**Carlsbad**  
(Eddy County)

It has been very dry here, but since March 20 we have had some rain and the grass and weeds are starting to grow now (March 28).

Conditions are very favorable for lambing. A year ago at this time we had a big freeze which cut our percentages down, so up to the present this year's lambing record in number saved beats that of 1938.

Some wool, shorn from lambs in feed lots, has been sold, but I do not know the price paid for it. No other activity in wool has been reported.

Production costs are still high.

Coyotes apparently are more numerous; not so much trapping being done, I guess.

Gage & McDonald

**ARIZONA**

Cold, stormy weather prevailed the first ten days or two weeks, more especially over the northern portion. Thereafter appreciably higher temperatures prevailed, with little or no moisture. As a consequence vegetation growth has been accelerated lately, and there is ample forage for livestock. Cattle and sheep are generally in good shape, and doing well. The only exception is some poor stock in the southeast.

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**Thatcher**  
(*Graham County*)

We have had plenty of snow and rain, but winds have dried the moisture out. Range feed is about an inch high but if we do not get rain soon it won't amount to much.

Our lambing percentages were about the same as last year, but feed conditions are not too good. If we get a rain, the weeds will start to grow.

The coyote situation could not be worse; we get no help in this area from government trappers.

Lee Brothers

**WESTERN TEXAS**

Mild, springlike temperatures prevailed through the month, with only three or four brief spells of sub-freezing temperatures. But skies persisted clear, and brought little or no moisture as rain or snow, excepting for some locally beneficial rains the last week. The country therefore continues dry, but most livestock have ample forage and are doing fairly well.

**Sonora**  
(*Sutton County*)

We have had a dry winter and spring. March 1 we were all feeding ewes and does that were going to lamb and kid in March and the first part of April. Our goats sheared light, from three-fourths to one pound light, and will kid the same way, about 25 per cent short. And we suppose the wool and lamb crops will be light too. As you know, we run sheep and goats together in our wolf-proof pasture until we start lambing and kidding, then separate them and cut the dry does out. We can't tell what the sheep are doing until we mark the lambs. But dry range always tells the same tale.

Some 12-months' spring wools have been contracted at 20 to 21 cents a pound and around a million pounds of spring mohair has been sold at 30 to 36 cents for grown hair, and from 45 to 56 cents per pound for kid hair. Some are asking 50 and 75 cents for mohair.

We haven't seen a coyote in five years, except at a show.

There has been no liquidation in our territory among sheep and goat men. All of them made a little money last year, even with low prices and ranch expenses and the feed bill running from 10 to 15 per cent higher than in 1937. What it will be in 1939, God only knows; for we have a "New Deal" federal bunch in Washington and a "Pass the Biscuit Pappy" state government in Texas that are going to tax

our incomes and outgoes until we will have only one thing free: the air we breathe. And folks up around the dust bowl will have to run their's through a strainer.

B. M. Halbert

**Burnet**

(*Burnet County*)

The weather is dry and grass is short; conditions are worse than at this time in the last two or three years. Poor range conditions have cut the number of lambs saved 50 per cent in comparison with the 1938 crop.

No activity in wool yet; shrinkage will be lighter than it was last year, but the wool will not grade as well because the sheep have not done well this winter.

We have had to feed twice as much this year, so our expenses will be higher.

J. H. Guthrie

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**SHEEP NEWS FROM  
MINNESOTA**

**NORTHERN** Minnesota was hit recently by one of the worst blizzards in several years, but farmers and ranchers have had plenty of hay and grain so the stock came through in good shape. There will be plenty of hay, that is alfalfa and clover, left over.

There hasn't been much talk about prices for wool, but the opinion seems to be that they will be about as in 1938.

We are not bothered with coyotes. Pequot, Minn. Mrs. J. F. Benson

Green Bros.